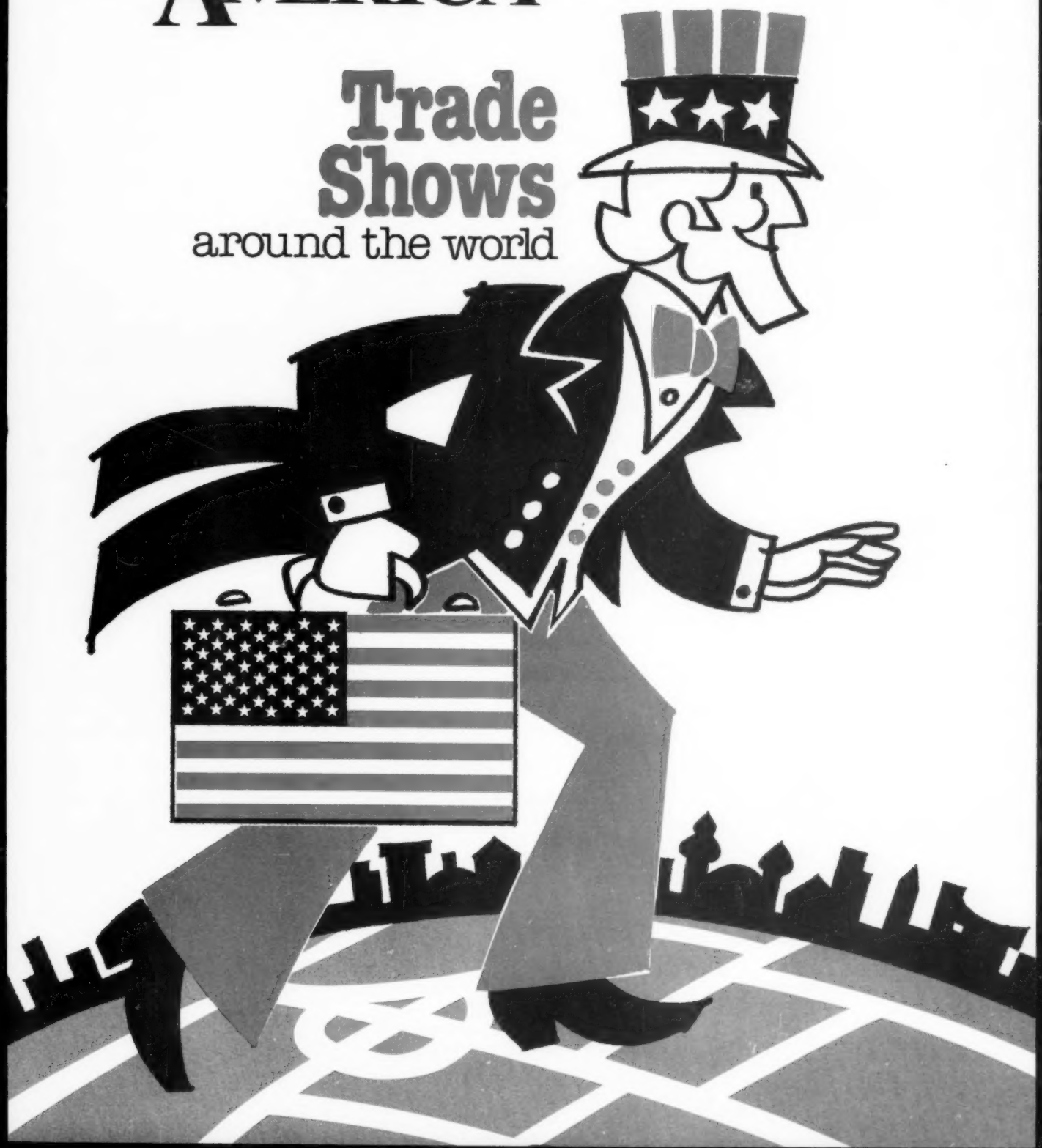
COMMERCE AMERICA

U.S. Department of Commerce / January 2, 1978

Trade Shows around the world



Newsmemo

A notice in the COMMERCE BUSINESS DAILY opened the way to a $26 million contract. No wonder that Wayne Coloney Co., an engineering firm in Tallahassee, Fla., monitors the government procurement notices in the publication promptly and carefully, and submits bid proposals about once a month. Its contract, to mass produce an ammo-loading system for the Air Force, may bring 60 new technical and administrative people onto Wayne Coloney's payroll. For a free sample copy of CBD, write to the publication at 433 W. Van Buren St., Rm.1304, Chicago, Ill. 60607.

Welcome to "Israel Quality," monthly newsletter of the Israel Government and the American-Israel Chamber of Commerce and Industry. Though the publication is mainly concerned with building Israel's exports to the U.S., the first issue features a "View from the U.S. Department of Commerce" describing opportunities for U.S. exporters to sell equipment in Israel. Equipment makers in the fields of electronics, metalworking, chemical processing and computers and peripherals are especially alerted. Another favorable factor is the U.S. Commodity Import Program under which recipients must use the funds to buy commodities from U.S. private firms at commercial rates.

Multinational corporations will survive current problems and prosper, because of the benefits they bring to mankind. So believes J. Paul Sticht of R. J. Reynolds Industries, whose company intends to push ahead on the multinational course. Referring to the way multinationals extend and diffuse technology, train workers, provide capital and develop a business infrastructure, Sticht concludes that "The world will come to view the multinational corporation as a legitimate and effective vehicle for improving the human condition."

A significant proportion of the younger generation will reach maturity without ever having had a meaningful job experience. This is a conclusion drawn from unemployment trends in the major industrialized nations. Youth unemployment--covering persons aged 15-24--is now about 40 percent of the total in the two dozen countries belonging to the Organization for Economic Cooperation and Development. Average duration of youth unemployment, though shorter than for adults, is lengthening. In recession periods youngsters tend to be the last hired and first fired. In recent years young people have found themselves competing with adult women, who are entering the job market in growing numbers.

The drive to make American cars fuel misers is a $50 billion effort. The Motor Vehicle Manufacturers Assn. of the U.S. puts that price tag on the work being done in research and technology and expenditures for new materials to improve fuel efficiency. The automakers meanwhile want to assure their customers that their top priority is on maintaining a broad variety of models. An MVMA official puts it this way: "Manufacturers believe American motorists should have the option of selecting the type of vehicle they need."

Countries that are contracting members of GATT now account for about 85 percent of world trade. Most of the major trading nations that are not members of the General Agreement on Tariffs and Trade are sitting with GATT members at the current Tokyo Round multilateral trade negotiations in Geneva. These include Algeria, Iran, Mexico, Thailand, Venezuela, and a number of Central and South American countries.

Latin America: populous, prolific, warm and young—and thus attractive. This is a beverage industries' view of the world south of our border. Keller Publishing's "El Embotellador" presents Latin America as an area in which 16 of 19 countries have proportions of youngsters (under 15 years) that are 42 percent or higher, and year-round temperatures average 70-92°. It depends on the viewpoint: Latin America's characteristics can make it a problem continent from one side, an exploding market from another.

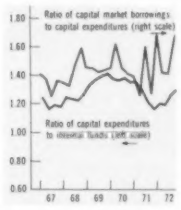
COMMERCE AMERICA

CONTENTS **Vol. III, No. 1, January 2, 1978**

4

Coping With Community Problems

How a Commerce agency faced an emergency situation calling for quick action to stave off peril to life, property and livelihood.



2

Economic Highlights

Consumers have spent freely during the current recovery but they may soon be constrained by the amount of debt incurred; by contrast, corporations continue to generate a large proportion of the funds they need; it is in the context of this financial framework that tax policy adjustments are being considered.

7 Domestic Business Report

Federal-city partnership begun to stimulate local economies—State and local government employee retirement systems hold $112.7 billion in assets—Revised GNP figures show $46 billion increase in third quarter 1977—Six states awarded grants to join fire reporting system—Two new programs are aimed at helping homeowners buy insulation—Census Bureau attempts to estimate undercounts on sub-national basis—Calendar of business events.

13 International Commerce Report

The new Industry and Trade Administration at work, in a business-eye view—Progress in the Multilateral Trade Negotiations—Economic trends in Mexico—Calendar for World Traders—New international business publications summarized—Trade fairs in 57 countries listed—Licensing, joint venture, investment opportunities detailed—Leads for suppliers, contractors in many countries—Itineraries of foreign buyers due to visit U.S.

10 Key Business Indicators

COVER: A 19-page listing of commercial exhibitions in foreign countries and in the United States that merits U.S. firms' interest begins on page 19. Significant numbers of world buyers will be attracted to these many exhibitions in 1978.

U.S. DEPARTMENT OF COMMERCE

JUANITA M. KREPS
Secretary

SIDNEY HARMAN
Under Secretary

ERNEST A. LOTITO
Director of Communications

RICHARD BALENTINE
Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

Richard E. White
Graphics Coordinator

Staff Writers:
Douglas F. Carroll, Felix Cotten, Margaret L. Hanson, Leslie Wilder.

Published biweekly by the U.S. Department of Commerce, Washington, D.C. Annual subscription rate $22 ($6 addition for foreign mailing). Single copy domestic, 90 cents. Single copy for foreign mailing, $1.20. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce District Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at $2.25 per issue from National Technical Information Service, Springfield, Virginia 22151. Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, NW, Washington, D.C. 20230.

Controlled circulation postage paid at Washington, D.C. Application to mail at controlled circulation rates is pending at Washington, D.C.

Contents of this publication are not copyrighted unless indicated, and if not so indicated, the articles may be reproduced in part or in full without any prior consent. The Secretary of Commerce has determined that the publication of this periodical is necessary in the transaction of the public business required by law of this department. Use of funds for printing this periodical has been approved by the Director of the Office of Management and Budget through August 31, 1981.

ECONOMIC HIGHLIGHTS

Debt Load May Limit Consumers; Corporations Remain Liquid

This column was prepared by Commerce Chief Economist Courtenay Slater, in collaboration with H. Kemble Stokes, Jr.

Dr. Slater

A look at credit flows within the economy during the past 2½ years shows a marked contrast between the household and business sectors. Households have accumulated a considerable quantity of additional debt, while relatively weak growth of investment spending and strongly growing supplies of internal funds have moderated the borrowing needs of nonfinancial corporations. It has been considerations of product demand and profitability, not financial constraints, which have limited the growth of business investment. This would seem to imply that continued strong growth of the consumption sector is a necessary condition for accelerated investment growth. However, financial constraints on the household sector could impede this growth. It is within this financial framework that discussions of tax policy adjustments are occurring.

The household sector has provided much of the foundation for economic growth during the recovery period. Personal consumption expenditures have increased by 30 percent since early 1975, slightly more rapidly than the growth of total final sales; durable goods purchases have increased by 45 percent with automobile purchases accounting for more than half of that increase. The volume of consumer credit has expanded by $56 billion during this period, of which about half represents growth in automobile credit. Total debt outstanding in the household sector has risen by some 33 percent, reflecting strong growth of home mortgage credit as well as growth of consumer credit.

The expansion of home mortgage indebtedness has stemmed in part from the near doubling of residential construction activity. Housing starts for 1-4 family units have increased sharply from recession lows and recently have averaged about a 1.6-1.7 million annual rate. However, the expansion in mortgage credit flows has proceeded even more rapidly than suggested by the growth in residential construction. The flows of financing recently reached an annual rate of $96 billion, considerably above the $40 billion rate in early 1975. Home mortgage credit has risen by 35 percent during this period. This additional mortgage activity reflects the resale and refinancing of existing homes at higher loan/value ratios. This extraction of equity by owners of existing homes has served to bolster the growth in consumer purchases.

The strong growth in both consumer credit and home mortgage credit has raised the level of credit outstanding relative to disposable personal income. These statistics overstate the implied repayment burden since repayment schedules have been extended for automobile credit and there is a continuing growth in the number of persons who now use credit cards more freely. Nevertheless, the ratio of credit outstanding to personal disposable income is now at a high level, and historically consumers have been quite sensitive to changes in debt burdens and have adjusted spending plans accordingly.

In the corporate business sector there appear to be no serious financial constraints. The potential for accelerated investment expenditures exists. Business fixed investment expenditures have increased by 25 percent between the first quarter of 1975 and the third quarter of 1977, a rate of growth below that of the gross national product and distinctly uncharacteristic of cyclical recovery periods. Total debt outstanding issued by the nonfinancial corporate sector has increased by only 20 percent during this period.

Early in the recovery period there was, by historical standards, a high volume of new issues of long-term securities (here defined to include bonds, mortgages, and equity). However, this financing in large part represented restructuring of balance sheets rather than financing of new investment and economic growth. The massive increases in short-term debt which had built up in 1973 and 1974 were repaid in large amounts with the proceeds of these securities flotations. Except for a brief period earlier this year, when corporate tax payments were abnormally large, the demand for short-term financing has remained quite modest.

The corporate demand for external funds has remained moderate for two reasons. First, the usually robust acceleration of investment expenditures in a recovery period has by and large failed to materialize, and recent surveys of spending plans do not indicate increased near-term strength. Second, internal funds have risen by some 68 percent since early 1975. Profits have rebounded sharply and with growing depreciation reserves account for the increase.

The level of capital expenditures is now only 20 percent above the level of internally generated funds. In contrast, capital expenditures averaged some 60 percent greater than internal funds during 1973-74. Credit market borrowings this year have averaged about 44 percent of capital expenditures compared to 55 percent in 1973-74. It is clear that increased borrowings could be accomplished without straining financial capacity should an accelerated need for capital expansion materialize.

These data suggest that financial constraints have not retarded the growth in investment expenditures and that, therefore, the key must lie in the real side of the economy, with a primary emphasis on current and prospective levels of unused physical capacity. Investment growth rates will not rise significantly unless the demand from other sectors requires an expansion of capacity. Such a development could be impeded by financial constraints on the household sector which may preclude any sharp growth in either consumption or housing expenditures. It is within this context that the discussion of tax reduction to stimulate the economy needs to take place. Significant personal tax reduction appears needed to enable consumption spending to continue to grow strongly.

Total Funds Raised By Nonfinancial Sectors

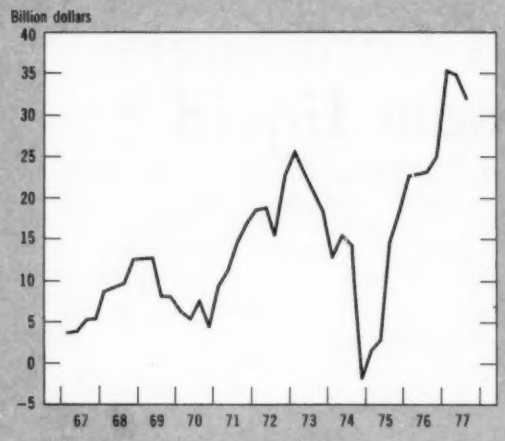
(Billions of dollars, annual rates)

	1972	1973	1974	1975	1976	1977*
Total	177.8	202.0	189.6	205.6	268.3	329.7
U.S. Government	15.1	8.3	11.8	85.4	69.0	54.8
State & Local Government	14.5	13.2	16.2	11.2	14.6	26.1
Households	66.6	79.1	49.2	48.6	89.8	133.3
Corporate Business	57.7	72.7	81.8	36.6	58.3	79.9
Other Business	19.9	22.5	15.3	10.7	16.2	25.5
Foreign	4.0	6.2	15.4	13.2	20.3	10.2

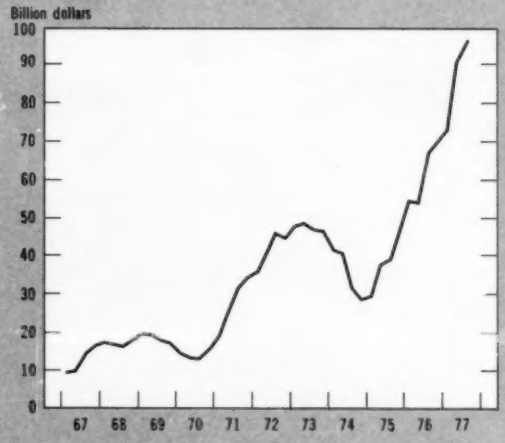
* Average of first three quarters
Source: Federal Reserve Board

HOUSEHOLDS

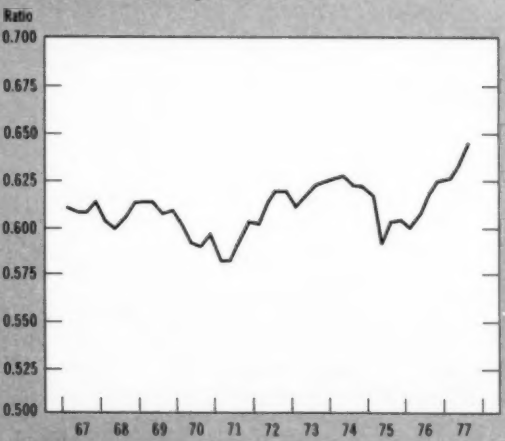
Consumer Credit[1/]



Home Mortgage Credit[1/]



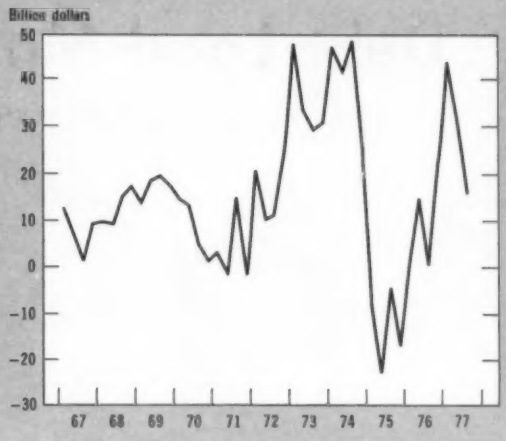
Credit Outstanding and Income*



*Ratio of consumer credit and home mortgage credit outstanding to disposable personal income

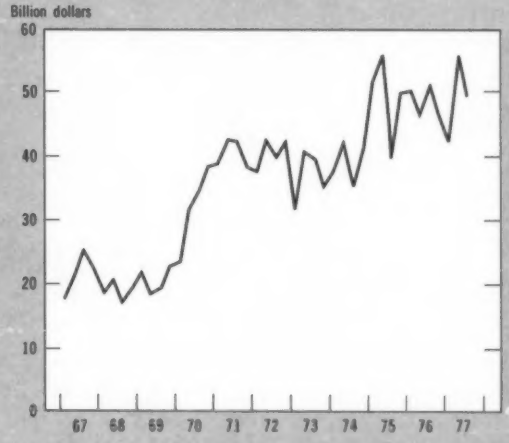
NONFINANCIAL CORPORATIONS

Short Term Credit Flows*[1/]



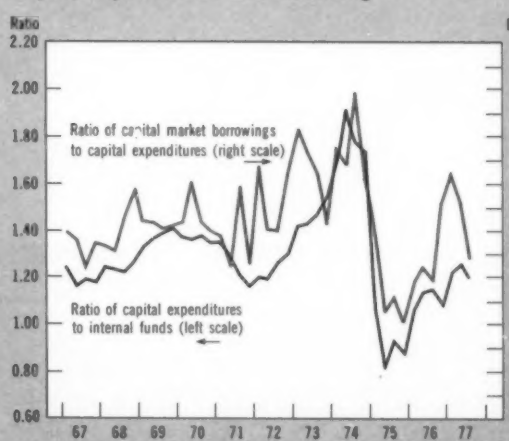
*Includes bank loans, commercial paper, acceptances and finance company loans

Long Term Debt and Equity Flows*[1/]



*Includes equity, corporate bonds, and mortgages

Capital Expenditures and Financing



Coping With COMMUNITY

Marin County, California, and Virginia Beach, Virginia look out on mighty oceans but all that salt water was a beautiful mockery when severe and continuing drought set in late last year.

A fast-moving program mounted by Commerce's Economic Development Administration (EDA) helped the two counties and many other areas to stave off peril to life, property and livelihood.

EDA's basic mission is the pursuit of long-term jobs for distressed cities and rural areas, but it dispensed $175 million in 268 emergency drought relief loans and grants in less than four months. And all of this was accomplished while disbursing $4 billion under President Carter's Local Public Works (LPW) economic recovery initiative.

Both the drought and LPW programs set speed and spending records for EDA, the Federal Government's primary domestic economic development agency. The drought program alone exceeded the agency's typical annual budget for public works. The $4 billion LPW program was more than the total amount that the agency spent under all of its programs in its first ten years.

The drought program brought praise from areas where vanishing fresh water supplies not only resulted in ruined crops and prevented normal living but in many cases, actually threatened lives and property. Usually, the relief was not a long-term solution—only nature can provide that—but it helped drought-stricken communities cope while they

PROBLEMS

waited for rain to fill reservoirs and wells. Rainfall and snowfall in the next few weeks will be critical.

Marin County is a good example of how drought can shift from discomfort to threatened disaster.

At first voluntary conservation by customers of the Marin Municipal Water District cut water use. For a time, it was challenging to discover new ways of cutting down—putting buckets in showers to catch water for gardens, car washing, etc. Then, as the dry winter of 1976-77 wore on, it was projected that the district would run out of water entirely by December 1, 1977.

Marin's plight, plus the plight of other communities across the nation, was brought to President Carter's attention. He proposed, on March 23, a comprehensive emergency program involving EDA, the Farmers Home Administration, the Small Business Administration and the Interior Department. EDA, which was given responsibility for communities over 10,000 and various other entities, helped the White House and Congress develop the legislation for carrying out the agency's role in the overall drought effort. By developing operational procedures concurrent with the legislative process, EDA was able to open six program offices and 11 information offices the same day President Carter signed the law —May 23.

In the meantime, Marin County was searching for solutions. But it could find only one practical short term step—piping water from Richmond, on the other side of a six mile double decker highway bridge across San Francisco Bay.

Marin County filed its application for drought relief with EDA four days after a drought office opened in nearby Oakland. Pipe laying continued along one roadway of the top deck of the bridge, and water transfers were worked out. On June 8, even as the paperwork progressed, the pipe began pumping five million gallons of fresh water daily to the parched county. Commerce Secretary Juanita M. Kreps, who took a personal interest in the drought program, signed a $1.4 million grant and a $5.5 million loan to the water district on June 13.

"This is an historic day in the annals of red tape," said Claire Dedrick, state secretary of resources, when the pipe valve was turned on. "I doubt if so much has ever been cut so rapidly as in this project."

Dr. William Filante, an opthamologist who is president of the elected water district board, agreed. "I was surprised by the speed and we are all very grateful," he said.

Unless this winter is wet, Marin County's problems are far from over. But during the recent emergency severe water allocations and price rationing were established. Each household was restricted to 40 gallons per person per day, as compared with a normal usage of 100 gallons. The charge is now $1.34 per 100 cubic feet (748 gallons), double what it had been. Beyond the 40-gallon allocation, the charge moves to $10 per 100 cubic feet, then to $50 per 100 cubic feet. But with the temporary pipeline, the Marin County residents are at least getting by.

At the other end of the continent, Virginia Beach's problem was more complex, involving nearby cities of Norfolk and Chesapeake.

Virginia Beach attracts some 1½ million tourists each summer. Its farmers are among the nation's leaders in raising hogs (for famed Virginia hams and bacon). Virginia Beach buys its water from Norfolk, which also serves Chesapeake.

Drought beginning in 1976 lowered the area's reservoirs and water pressure. By the start of this summer, its water supply was down to 55 percent of capacity. Despite a voluntary conservation effort by the three cities and nearby Portsmouth, the supply had dropped to 45 percent by July 1—with a record crowd of tourists descending on the beach.

At the same time, ground water intruded into the lightly pressured pipes and a siphoning effect pulled sewage back into the pipes.

Finally, when the state health department threatened to cut off new hookups, the city managers of Norfolk, Chesapeake and Virginia Beach quickly agreed on a mandatory water conservation effort and on the need for new equipment to restore flow and pressures. "It was pretty precarious," said Robert Matthias, grants planner for Virginia Beach.

Virginia Beach didn't become eligible for the emergency drought relief program until August 16 and the program was due to expire September 30. Matthias telephoned EDA's national drought office in Washington providing details of the city's plight. The next day the city was given authority to file an application. Approval of a $1 million grant and $2 million loan for four standpipes was arranged on September 15. In addition, Norfolk got a $77,000 grant for a pipeline, and Chesapeake received a $340,000 grant for six miles of water line.

"It was very refreshing to deal with the drought group in EDA," recalls Matthias. "The people acted like they were there to be of service, which I find unusual for a federal agency."

Altogether, EDA's drought assistance extended into 29 states and Puerto Rico. The program's emphasis was on public health and safety which accounted for 88 percent of the funds made available to stricken areas.

A total of $12 million in projects was approved within three weeks after the law was signed. The 75 worst cases were dealt with in less than a month after being identified. The typical application was processed in seven days. All of the money was committed by the September 30 deadline with 99 percent of the projects scheduled to be completed by April.

EDA concentrated its assistance on states, communities of more than 10,000 population, Indian reservations and water districts. FmHA concentrated on farm communities below 10,000 population while SBA helped small businesses affected by drought.

The drought program alone exceeded the agency's typical annual budget for public works.

EMERGENCY WATER—An emergency pipeline is constructed over the Richmond-San Rafael Bridge in Marin County, Calif., under a $5.5 million loan and $1.4 million government grant to supply five million gallons of fresh water daily to the parched area.

DROUGHT AID SIGNING—First Drought Assistance Grants are signed by Secretary of Commerce Juanita M. Kreps and Assistant Secretary for Economic Development Robert T. Hall. Rep. Harold T. Johnson of California is at left. This brought quick relief to stricken areas.

Interior worked with states on problems of fish and wildlife, as well as with EDA on problems of Indian reservations. The EDA funds leveraged some $34 million in state and local spending, plus another $4 million from other federal agencies.

Because drought struck the West Coast and Plains States first, then moved east, the heaviest spending was in California, $79.2 million; Washington, $19.7 million; Oklahoma, $16 million; and Arizona, $10 million; followed by Colorado, $4.6 million; Illinois, $8.6 million; Virginia, $4.5 million; and Michigan, $4.1 million; Minnesota, $3.7 million; Wisconsin, $3.2 million; New Mexico, $3.1 million; and Idaho, $3 million.

In some cases, Indian reservations suffered economically as well as having lives and property endangered. For example, at the San Carlos Apache reservation in Arizona, where cattle-raising is the basic means of existence, low cattle tanks and reservoirs required a two-phase project—a $1.9 million grant to dig new wells and repair the present water systems and a combination of a $2 million grant and a $2 million loan to complete a dam on the San Carlos River. An Apache consulting engineer from another tribe has concentrated on employing reservation workers on the projects. Some are learning well drilling, which can be a new source of income.

Diversity was the rule rather than the exception of the drought program.

A smaller but equally critical project was undertaken in California for the Soboba Band of Mission Indians, whose old water pipes were leaking 95 percent of the scarce liquid before it reached their homes. EDA put up half of a first-phase $15,000 project to replace the pipes and rent new pumps. It followed with a $121,060 grant to help dig a new well, replace water lines, and install a new storage tank. The U.S. Indian Health Service provided the bulk of the $443,000 total cost.

The cattle-raising Ute Mountain tribe in Colorado received a $50,000 EDA grant and $50,000 from the Bureau of Indian Affairs to dig new wells and to irrigate feed crop land. At the La Jolla Band of Mission Indians reservation in California, residents were either hauling water or using untreated water from an irrigation ditch. EDA provided a $165,750 grant, and the Bureau of Indian Affairs, $175,750, to dig a new well, build a new storage tank, and install water transmission lines.

Diversity was the rule rather than the exception of the drought program. Just as the drought was scattered so were the unique local problems it caused and potential responses to them. EDA took a flexible, "can do" approach.

Two Rivers, Wisconsin, where dry soil froze to a depth of seven feet and broke water lines, matched an EDA grant of $66,000 with local funds to replace the lines and restore service to 540 customers. The Oklahoma City Municipal Improvement Authority, which serves 14 communities, got a $1.2 million grant and an $8.8 million loan to increase pumping from a reservoir 100 miles away, which hadn't gone dry.

The Clayton-Camp Point Water Commission in Illinois got a $1.3 million grant and a $2.5 million loan to build a storage tank and 12 miles of transmission lines to the towns of Augusta, which had been rationing water since October 1976, and Mt. Sterling, where the reservoir water level had dropped to less than two feet.

The University of Idaho in Moscow got a $260,400 grant and a $260,000 loan to build an effluent recycling system for irrigation, thus relieving a strain on the city's supply.

EDA's regular programs frequently involve water facilities as a means of improving infrastructure for economic development of depressed areas, but the drought program dramatized the fact that water and water supplies represent a growing resource problem in some areas.

"It is clear that EDA has more than one string to its bow," says Robert T. Hall, Assistant Secretary of Commerce for Economic Development. "It can be helpful in a variety of ways as the President and the Congress try to improve the economy and create jobs where they are most needed."

Federal-City Partnership To Stimulate Local Economies

JOB CREATION, INDUSTRY DEVELOPMENT SEEN RESULT OF SECRETARY KREPS' PLANNED COMMUNITY VISITS

Broader opportunities for partnership between local communities and the Federal Government in the promotion of industrial development and job creation are emerging from the program to bring "Washington to the people" which Secretary of Commerce Juanita M. Kreps launched in a recent visit to Rochester, N.Y.

Work is under way to develop detailed plans whereby the benefits of the partnership may be brought to the Rochester area.

Meanwhile, arrangements are being made to expand the program. Secretary Kreps intends to visit three or four medium-sized and small cities a year in different regions of the nation to talk with local government officials and community leaders about their plans and problems and to examine how the community-Federal Government partnership can be helpful in stimulating local economic improvement.

Thomas T. Mooney, Executive Vice President of the Rochester Area Chamber of Commerce, said the visit of the Secretary and other Commerce Department officials to Rochester was a great success in stimulating local enthusiasm for economic development.

"The response of the people of Rochester," he said, "was one of great appreciation that their city was selected to be the first to be visited in establishing a closer contact between the Federal Government and the people."

He emphasized the need for the return of federal tax dollars to the Rochester area and for additional tax incentives to business to aid in economic improvement and thereby place the area in a better competitive position than it is at present.

"Unless assistance is provided," he said, "there will be a continued erosion of the local economy, and a failure to achieve needed expansion of industry. There will be a further migration of industry to the sunbelt."

Rochester ranks first in the nation in the export of high technology, and is one of the most export-intensive areas in the country. The Rochester metropolitan area ranks eighth among all U.S. metropolitan areas in export activity.

Mayor Thomas Ryan of Rochester presented to Secretary Kreps an Overall Economic Development Program containing detailed plans for checking and reversing the decline of the downtown area and laying the groundwork for industrial growth.

The program is under review in Commerce's Economic Development Administration (EDA). The first step is examination of development programs, after which, if approved by EDA, a basis will be established for federal assistance to the community.

Training center a priority

The first priority in the Rochester program is the conversion of a downtown office building into a Mechanics Institute as a training and retraining center for workers to qualify for new jobs. The training center would be used to train workers in declining industries to handle jobs in other industries.

Another priority in the plan is said to be the establishment in Rochester of a foreign trade zone such as exists now in Niagara Falls and Buffalo. A local task force is now working on this proposal, which if it becomes reality would greatly facilitate the already large foreign trade in which Rochester is now engaged. A foreign trade zone would provide another tool to attract industry and to create jobs.

During the sessions that Commerce officials held in Rochester, local businessmen, labor leaders, and others expressed deep interest in various federal programs and their possibilities. Among the areas of interest were:

- Whether in any tax legislation that is developed DISC benefits would be retained. While uncertainty exists as to items included in a tax package, the Secretary favored retention of DISC, which is a device for deferral of taxes on exports.
- Interest was shown in simplification of Small Business Administration (SBA) regulations. The Secretary pointed out that President Carter's executive order instructs federal departments to greatly reduce paperwork and regulations.
- The Secretary strongly supported retention of the 10 percent set aside for minority contractors working on EDA projects.
- Minority businessmen seeking advice were told that they should contact regional representatives for the Office of Minority Business Enterprise (OMBE), the EDA, and the Industry and Trade Administration (ITA), successor to Commerce's Domestic and International Business Administration (DIBA), which then would channel requests to the newly organized Washington Office of State and Local Government Assistance.
- Top level city and county planners reported that through a combination of job and business growth tax abatements

MINORITY BUSINESS — *Randolph T. Blackwell (right), Director of Commerce's Office of Minority Business Enterprise, discusses business conditions with Jose R. Puente, president of Puente Plastics Co., during the Rochester visit by Commerce.*

the city has induced some industry to remain inside the city limits; a stronger real estate tax base is badly needed to maintain the strength of the economy; during the last 10 years Rochester has used state enabling legislation to retain 1,000 jobs in the city which encouraged the investment of $45 million for industrial expansion.

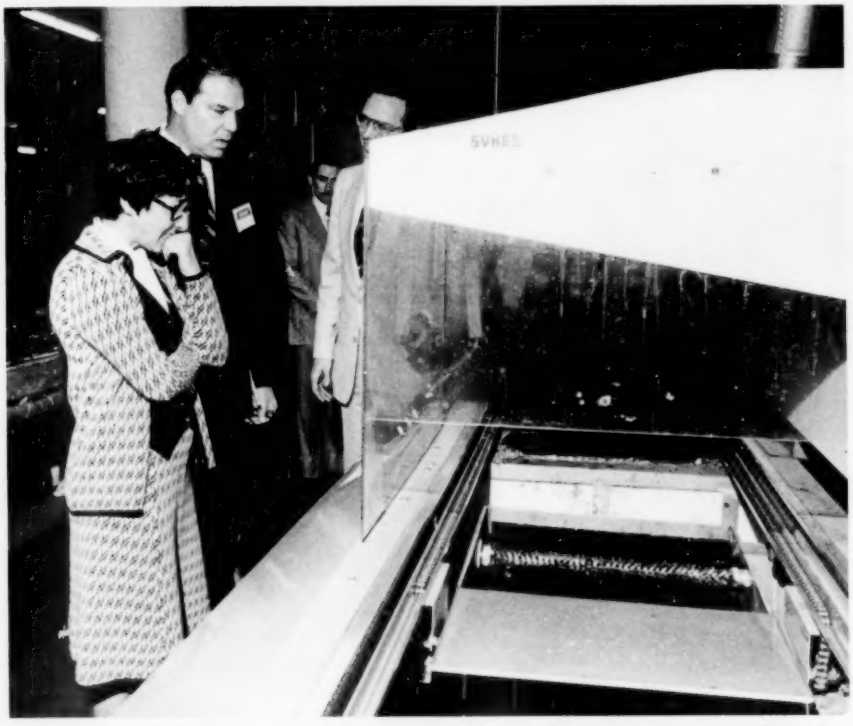
At one meeting, labor leaders expressed concern about the loss of jobs in Rochester because of foreign steel, textiles, and electronics; approval was urged of more curbs on imports that undercut American industry and employment.

Randolph T. Blackwell, Director of OMBE, who was present on the trip, conferred with minority business leaders and visited a number of plants, including a plastics manufacturing company, an electrical firm and a container manufacturing business.

In his conversations, Dr. Blackwell talked about the new directions in which OMBE is going, the retention of previous services provided by OMBE; emphasis on minority business cooperatives; minority involvement in new growth industries (energy and recycling); and commitment of OMBE to the people it is designed to serve.

From all these angles, a closer and more intimate view was obtained of what the local situation is in Rochester and in what directions the community-Federal Government partnership can help.

MISSION TO ROCHESTER—*Commerce Secretary Kreps meets with Rochester, N.Y., Mayor Thomas Ryan during her recent visit to that city in her effort to "bring Washington to the people." Object of such visits is to establish closer ties with the nation's workaday business people. Three or four other cities are to be visited each year.*



INDUSTRY VISIT—*Former Rochester Vice Mayor Midge Costanza, now President Carter's Assistant for Public Liaison, and Assistant Secretary of Commerce Frank A. Weil visit a Rochester plant during their tour of the city with Secretary Kreps' party.*

Manual Of Occupations Will Aid Statistics Collection

Meat-cutter, baker, crossword-puzzle maker . . . welder, tailor, soldier, sailor . . . they're all in the new *Standard Occupational Classification Manual* issued by Commerce's Office of Federal Statistical Policy and Standards.

The comprehensive classification system presents some 600 occupational groups, and is compatible with the Department of Labor's recently revised *Dictionary of Occupational Titles*, which is designed for job placement and job analysis.

According to Statistical Office Director Joseph W. Duncan, "This marks a major step in long-term efforts toward comparability in government statistics on occupations. If statistics are collected under this classification system, analysts can make comparisons more readily on employment, income and other data. We hope eventually to move toward the use of one system by federal and state agencies, professional associations, labor unions and private research organizations."

Jobs are classified in considerable detail, enabling, for example, an analyst to compare college chemistry teachers with chemists in private industry.

Developed after a decade of effort that included consultation among representatives of government, education, labor and business, the system is expected to standardize occupational data in much the same way that the widely-known Standard Industrial Classification system brought uniform designations for business firms.

The *Standard Occupational Classification Manual* is available from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, priced at $8.25. Order stock number 041-011-00153-1.

State And Local Government Employee Retirement Systems Hold $112.7 Billion In Assets

Major retirement systems covering employees of state and local governments held $112.7 billion in cash and investment securities as of September 30, 1977, according to Commerce's Bureau of the Census. This amount represents an increase of 2.7 percent over the June 30, 1977 holdings of $109.8 billion.

Almost half, $54.6 billion, of this sum is in corporate bonds. Other major holdings include $24.3 billion invested in corporate stocks and $8.9 billion in mortgages.

Holdings of federal securities, which include only U.S. Treasury obligations, amounted to $5.8 billion. State and local government securities totaled $3.4 billion.

The total cash balance of $771 million includes interest-earning time deposits as well as demand accounts; therefore, this amount does not entirely represent uninvested funds.

Detailed data for receipts and benefit and withdrawal payments have been collected beginning with the September 30, 1974 quarter. In the quarter ending September 30, 1977, receipts totaled $6.2 billion. Of this total, $1.2 billion was from employee contributions, $3.2 billion from government (employer) contributions, and $1.8 billion from earnings on investments.

Benefit and withdrawal payments totaled $2.3 billion. Of this total, benefit payments were $2.0 billion, and withdrawals, $0.3 billion.

The current panel of 106 systems constitutes approximately 85 percent of total assets of the more than 2,300 public employee retirement systems identified in the 1972 *Census of Governments*. The proportionate share of nongovernmental securities (corporate bonds and stocks, mortgages, etc.) held by the selected funds is especially high.

The statistics are based on a quarterly mail survey which covers the 106 public employee retirement systems in the United States with the largest amount of cash and security holdings. Usable replies are received each quarter from about nine-tenths of the systems canvassed. Estimates are developed for each of the remaining systems in the panel from the latest available data.

Public Forum Scheduled At Growth Conference

Private citizens and representatives of organizations are invited to present their views at the White House Conference on Balanced National Growth and Economic Development, scheduled January 29-February 2 at the Sheraton-Park Hotel in Washington, D.C. Brief presentations may be made at a public forum on Wednesday, February 1.

"The public forum has been planned to assure that the many interests, organizations, and individuals who desire to present their views on the economic development issue of the Conference will have an opportunity to be heard," stated Conference Director Michael S. Koleda.

The Conference also includes three days of workshop sessions by 500 participants from across the nation, and four general sessions featuring leading Americans as speakers.

The Conference is organized around six general themes:

- Strengthening local economies;
- People and jobs;
- Government and budgets: the fiscal dimension of growth and change;
- The geography of growth;
- Government and the management of growth; and
- Streamlining of government.

Those persons interested in making statements in person or in submitting written statements should write by January 13 to Albert L. Massoni, White House Conference on Balanced National Growth and Economic Development, 2001 S Street, NW., 2nd Floor, Washington, D.C. 20009.

Porpoises Protected By New Regulations

Smart as they may be, porpoises haven't yet learned to stay away from tuna fish when the fishermen are out, so they still must be protected under regulations published by Commerce's National Marine Fisheries Service. The new regulations, effective January 1, 1978, are expected to achieve a 50 percent reduction in porpoise mortality by 1980 from the 1977 quota of 62,429.

The number of porpoises that may be killed by U.S. tuna fishermen incidental to their fishing operations has been set at 51,945 in 1978, 41,610 in 1979, and 31,150 in 1980 under the regulations.

Other major changes to present regulations, issued under the Marine Mammal Protection Act of 1972, require the yellowfin purse seine fishermen to install a porpoise apron system—a chute-like area in the back of the nets designed to permit porpoises to escape—in 1978.

Additionally, certificates of inclusion, under permits to engage in yellowfin purse seine fishing operations on porpoise, will be issued to both the vessels, through the vessel owners, and vessel operators rather than the vessel operators only, as is the current practice.

Rules have been established to allow amendments to the regulations and permits through informal rule-making during the three-year period, rather than using a formal hearing by an Administrative Law Judge each year, unless major changes are proposed. In this event, a formal hearing may be required.

Revised GNP Figures Show $46 Billion Increase In Third Quarter 1977

The gross national product (GNP) increased $46 billion, or 10.2 percent at an annual rate, in the third quarter of 1977, to a seasonally adjusted annual rate of $1,915.9 billion, according to revised estimates from Commerce's Bureau of Economic Analysis. In the second quarter, GNP had increased $59.1 billion or 13.7 percent.

Real output (GNP adjusted for price changes) increased at an annual rate of 5.1 percent, compared with 6.2 percent in the second quarter. Real final sales increased 4.4 percent, compared with 5.1 percent. Prices, as measured by the GNP chain price index, increased 4.3 percent, compared with 7 percent.

Gross domestic product (GDP) increased $46.8 billion, compared with $58.2 billion in the second quarter. Real GDP increased 5.3 percent, compared with 6.1 percent.

This revised GNP estimate is $1 billion higher than the estimate issued a month ago, and the rate of increase in real output is 0.4 percent higher.

Corporate profits from current production increased $8.8 billion in the third quarter of 1977 to a seasonally adjusted annual rate of $149 billion, according to revised estimates. Before-tax book profits declined $1.2 billion, to $172.8 billion. Inventory profits, which are excluded from profits from current production but included in before-tax book profits, decreased in the third quarter, accounting for the larger increase in profits from current production. The revised estimates of profits from current production and before-tax book profits are $1.2 billion above the figure issued last month.

National income, which measures the incomes generated in the production of GNP, increased $34.8 billion, to $1,540.5 billion. Employee compensation rose $22.7 billion, to $1,167.4 billion.

Additional data appears in the December issue of the *Survey of Current Business*, a monthly publication of the Bureau of Economic Analysis. It is available from most Commerce District Offices and from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $19; single copy, $1.60.

KEY BUSINESS INDICATORS

QUARTERLY SERIES

Indicators	I Qr77	II Qr77	III Qr 77	Percent Change From Year Ago
GROSS NATIONAL PRODUCT				
(bil.$) annual rate	1,810.8	1,869.9	1,915.9	10.9
REAL GNP				
(% change) annual rate	7.5	6.2	5.1	4.9
CORPORATE PROFITS [1]				
(bil.$) annual rate	125.4	140.2	149.0	11.6
OUTPUT PER HOUR, NONFARM BUSINESS SECTOR [3]				
(% change) annual rate	4.8	0.7	2.9	1.6
UNIT LABOR COST [3]				
(% change) annual rate	5.3	7.5	3.9	6.3
PERSONAL INCOME				
(bil.$) annual rate	1,476.8	1,517.2	1,549.8	11.2
REAL DISPOSABLE PERSONAL INCOME				
(% change) annual rate	3.1	7.3	4.4	4.9

MONTHLY SERIES

Indicators	September	October	November	Percent Change From Year Ago
RETAIL SALES				
(bil.$)	59.0	60.6	61.6	12.4
CONSUMER PRICE INDEX [3]				
(% change)	0.3	0.3	0.5	6.7
WHOLESALE PRICE INDEX [3]				
(% change)				
Finished goods	0.4	0.8	0.4	7.1
Consumer	0.3	0.5	0.3	6.9
Producer	0.5	1.5	0.7	7.4
Farm products, processed foods and feeds	—0.4	1.3	2.3	4.8
Industrial commodities	0.8	0.6	0.4	6.5
Crude materials	0.3	—0.2	1.3	5.6
NEW FACTORY ORDERS				
(bil.$)	112.4	116.3	—	17.5
Durable goods (bil.$)	59.0	62.5	61.3	17.4
FACTORY SHIPMENTS				
(bil.$)	111.9	112.7	—	14.7
BUSINESS INVENTORIES				
(bil.$)	329.0	—	—	8.5
INDUSTRIAL PRODUCTION [2]				
(1967 = 100)	138.6	139.0	139.7	6.2
HOUSING STARTS				
annual rate (mil. units)	2.07	2.22	2.11	23.4
CIVILIAN LABOR FORCE [3]				
Total (thousands)	97,868	98,102	98,998	3.3
Employed	91,095	91,230	92,120	4.5
Unemployed	6,773	6,872	6,818	—10.9
Unemployment rate (%)	6.9	7.0	6.9	*
EXPORTS				
(mil.$)	10,916	9,190	—	—5.2
IMPORTS				
F.A.S. transaction value	12,631	12,288	—	16.4
C.I.F. value	13,484	13,121	—	16.0

ALL DATA SEASONALLY ADJUSTED.
Original data from the Bureau of Economic Analysis and the Bureau of the Census except as noted.
[1] **Including inventory valuation and capital consumption adjustments.**
[2] **Federal Reserve Board.**
[3] **Bureau of Labor Statistics.**
* **Unemployment rate in November 1976 was 8.0 percent.**

As of Dec. 28, 1977

Six States Awarded Grants To Join Fire Reporting System

Efforts to deal with the vital problem of loss of life and property to fire have been handicapped by the lack of a central source of data. Now, Commerce's National Fire Prevention and Control Administration (NFPCA) has instituted a reporting system that will provide uniform data collection from state to state. NFPCA has awarded grants totaling $103,926 to six states, bringing to 19 the number presently participating in its National Fire Incident Reporting System.

The system is designed to produce an accurate picture of the country's fire problem by encouraging each state fire agency to collect information from its jurisdictions in a uniform manner. The local jurisdictions are provided with feedback reports from the state level, and each state in the system reports its collected data to the Federal Government.

States receiving the one-year grants are Alaska, Illinois, Maine, Montana, Utah and Wisconsin. The grants are awarded to the state agencies responsible for fire reporting, generally the State Fire Marshal's Office, to coordinate the system within the state.

NFPCA also provides each state with staff support and technical assistance, which includes materials such as training manuals, sample reports and computer programs.

States previously involved in the system are: Maryland, Missouri, New York, Ohio, Oregon, South Dakota, Minnesota, Iowa, Michigan, West Virginia, Delaware, Rhode Island and California.

New Brochures Intended To Make Traveling Easier

If getting there is half the fun, being there is the other half, and vacationers will want to assure a good time by doing some advance planning. Commerce's United States Travel Service is helping out with a new series of brochures under the general title *Consumer's Guide to Travel Information.*

The brochures provide helpful information for American consumers on how to save fuel when traveling, how to get the best buys in accommodations and transportation, the benefits of using a travel agent, where to find accurate travel information, and the traveler's rights and responsibilities as a consumer. In addition, the series includes a brochure with travel tips for the handicapped, one with information for older Americans, and one on how to travel with pets.

The Guide is available without charge from Consumer Guides, United States Travel Service, U.S. Department of Commerce, Washington, D.C. 20230.

Programs Aimed At Helping Homeowners Buy Insulation

A new Commerce Department pilot program will assist homeowners in choosing insulation based on thermal insulating properties, quantity of insulation in a package, area it covers and its fire safety properties. Thermal insulation for homes has been selected as the first product under the Department's voluntary Consumer Product Information Labeling Program.

The program is designed to provide consumers with easily understood information on product performance at the point of sale. It will be evaluated at the end of a year to decide whether and at what level it merits continuance.

Thermal insulation to be labeled will be that which is normally purchased by consumers for their own use in retrofitting existing housing or in insulating housing under construction. It will be that available to consumers as loose-fill, flexible batts and blankets, and boards and can be of mineral or organic material in cellular or fiber form, for walls, ceilings, and floors.

Commerce's National Bureau of Standards will determine and specify the test procedures to be used to measure the selected performance attributes of the product. Any one may request the Secretary of Commerce to find if a need exists to label a particular consumer product with important performance characteristics. The request to label thermal insulation for homes came from private citizens, the National Consumers League, and a regional office of the Department of Energy. Commerce's finding that a need existed for consumer labeling of home insulation was published in a *Federal Register* notice Dec. 14.

Residential use of thermal insulation is increasing, due to rising fuel costs, and much home insulation is being done by owners. Between 1974 and 1976, an estimated eight million homes were retrofitted with thermal insulation, with about 70 percent of the work done by homeowners. In 1977, consumers are expected to purchase more than 500 million pounds of insulation.

The Commerce labeling program will be compatible with a recent Federal Trade Commission proposal for a regulation requiring limited labeling of insulation for homes to include the product's "R" value (a measure of thermal resistance) and area of coverage.

FTC's proposed rule would require all package labels and many advertisements to disclose the "R" value of an insulating material, that is, the measure of its ability to reduce energy use by resisting the flow of heat through the exterior surfaces of a home.

Under the proposed rule, it would be unlawful to publish an "R" value which is false or not based on an approved standard test. The purpose is to improve the reliability of "R" value claims and to provide a standard basis of comparison of the thermal performance of competing types of insulation.

The proposed rule would also require disclosure of:

—An explanation of the meaning of "R" value to help consumers understand its relation to energy use.

—The coverage area in square feet, and in the case of loose-fill insulation, the thickness necessary to reach the "R" value.

—The "R" value of a compared product as well as the advertised product when an advertiser makes a comparative claim.

—The limitations and circumstances of unusually high energy savings stated in ads.

The Commission invites interested parties to comment on any issues of fact, law, or policy which may have a bearing on the proposed rule. Written comments will be accepted until January 13, and should be addressed to Jack Kahn, Presiding Officer, Federal Trade Commission, Washington, D.C. 20580. They should be identified as "Insulation Rulemaking Comment," and should include five copies.

Census Bureau Attempts To Estimate Undercounts On Sub-National Basis

It is imperative for federal programs using population data as a basis for allocating funds, as well as for other planning, that population estimates be accurate. However, following the 1970 population census, Commerce's Bureau of the Census reported that an estimated 2.5 percent of the U.S. population was probably missed in the count. The Bureau noted at the time that no certain method existed for determining the extent of the undercount for geographic areas smaller than the country as a whole—regions, states, metropolitan areas, cities, counties, etc.

Census has now issued a major study as part of its exploratory program to find a way to estimate reliably the totals of persons in regions, states and smaller areas who are missed in a population census. The report indicates that while some progress has been made in developing estimated undercounts for regions and states, they do not have the same reliability as those already published for the country as a whole. Estimates below the state level would be subject to even greater error. The study does hold out hope that the Bureau eventually can develop data and procedures that will permit reasonable accurate measures of coverage of the population on the state level in the 1980 census.

The 148-page report is available for $3 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or from Commerce District Offices in major cities. Order *Developmental Estimates of Coverage of the Population of States in the 1970 Census: Demographic Analysis*, series P-23, No. 65.

Third Quarter Nonfinancial Corporation Productivity Figures Show 3.8 Percent Gain

Productivity increased 3.8 percent at a seasonally adjusted annual rate in nonfinancial corporations in the third quarter, according to the Labor Department's Bureau of Labor Statistics. This increase reflected a 3.9 percent increase in output and a 0.1 percent rise in hours of all employees in this sector, which includes all corporations doing business in the United States with the exception of banks, stock and commodity brokers, and finance and insurance companies.

Second quarter productivity increase for the nonfinancial sector was 1.6 percent, with output rising 10.1 percent and hours, 8.5 percent.

Hourly compensation, which includes wages, salaries and employer contributions to employee benefit plans and taxes, increased 7.5 percent in the third quarter, up somewhat from the 7.1 percent increase of the second quarter. Real hourly compensation—compensation per hour adjusted by the Consumer Price Index—increased 2.1 percent, compared with a 1.5 percent decline during the second quarter.

Unit labor cost, which is influenced by changes in productivity and hourly compensation, increased 3.6 percent in the third quarter, compared with a 5.5 percent increase during the second quarter, at annual rates.

Unit profits rose at a 19 percent annual rate during the third quarter in the nonfinancial corporate sector, compared with a 53.5 percent increase in the second quarter.

The implicit price deflator, which shows the effect of changes in labor cost and nonlabor payments combined, increased 6.1 percent in the third quarter, compared with a 7.6 percent increase during the second quarter.

Revised third-quarter measures for the private business, nonfarm business, and manufacturing sectors were also released today. The revised measures show productivity increased 4.5 percent in the private business sector, 2.9 percent in the nonfarm business sector, and 5.4 percent in manufacturing. These increases had previously been reported as 4.9 percent, 3.5 percent and 6.5 percent, respectivly, on the basis of preliminary data.

Copyright Changes Advocated For Computer-Readable Works

Commerce's National Bureau of Standards (NBS) has recommended clarification of the copyright laws to assure protection for computer-readable works. The Bureau's position is presented in a publication based on research conducted under the sponsorship of the National Science Foundation.

"Without copyright for computer-readable works, increased secrecy, cut-throat competition, and lowered opportunity for recognition of creative talents will result," says Roy Saltman, manager of the NBS copyright study project. "We are recommending changes to help resolve current uncertainties about ownership rights in computer-readable works."

The NBS report was made to the National Commission on New Technological Uses of Copyrighted Works, established to advise Congress on the use of copyrighted materials in conjunction with computers.

The study recommends copyright protection for programs written in a source language and computer-readable data bases. Another conclusion is that programs written in machine code should not be copyrighted as original works, but should be protected under the copyright for the source language program.

The study analyzed the legal, economic and technical issues involved, as well as the historical foundations of copyright and interpretations that have extended protection to new technological works over the past 200 years.

Other recommendations include:

- Disclosure of computer programs upon copyright registration should be accompanied by documentation for the computer language.
- Copyright protection for computer-readable data bases should require complete disclosure of the contents of the data base when it is registered. This disclosure should include provisions for updating the data base.
- Transaction costs associated with copyright protection can be reduced by means of outright sale of computer-readable works; that is, through the transfer of ownership of copies as distinguished from lease or rental with permission.

The NBS report, Special Publication 500-17 *Copyright in Computer-Readable Works: Policy Impacts of Technological Change*, is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, priced at $4 per copy. Order by stock number 003-003-01843-1.

Energy Wire Service To Begin Operating In January

A new international wire service—the *Energy Executives' Newswire*—will be produced by the publishers of the *Energy Daily* newsletter. It will begin transmitting to subscribers January 2.

Rather than provide in-depth reporting and analysis of major energy issues, the executive newswire will focus more on breaking stories.

Its content will be geared to informing energy executives in industry and government of developments as soon as possible. It will cover all areas of the energy field.

Calendar Of Business Events

Jan. 11-13—Narragansett, R.I.—In The Wake Of The *Argo Merchant*, U. of Rhode Island Bay Campus. Contact: Ctr. for Ocean Mgt. Studies, URI, 19 Upper College Rd., Kingston, R.I. 02881 (401-792-2145).

Jan. 11-14—Atlanta—Early Bird Gift & Decorative Accessories Preview, Merchandise Mart. Contact: Candy Clifford Diehl, The Atlanta Mart, 240 Peachtree St., Atlanta, Ga. 30303 (800-241-1266 or 404-688-8994).

Jan. 12-13—New York—Government Information Course, Americana Hotel. Contact: Practising Law Institute, 810-7th Ave., New York 10019 (212-765-5700).

Jan. 12-13—Tucson—Energy Users Law Seminar, Sheraton Pueblo Inn. Contact: Nancy McNerney, Government Institutes, Inc., 4733 Bethesda Ave. N.W., Washington, D.C. 20014 (301-657-2922).

Jan. 13—Baton Rouge, La—Federal Procurement Conference, Baton Rouge Hilton Hotel. Sponsor: Rep. W. Henson Moore. Contact: John McCarthy, c/o Rep. Moore, 407 Cannon House Office Bldg., Washington, D.C. 20515 (202-225-3901).

Jan. 14—Ann Arbor, Mich.—Labor Relations For First-Line Supervisors, U. of Michigan. Contact: Div. of Mgt. Education, Graduate School of Bus. Admin., UM, 1735 Washtenaw Ave., Ann Arbor, Mich. 48109 (313-763-1000).

Jan. 15-16—Tucson—Basic Industrial Development Course, U. of Arizona. Contact: American Industrial Development Council, UA, Tucson (602-884-1652).

Jan. 15-19—Atlanta—National Gift Show, Merchandise Mart & Ga. World Congress Ctr. Contact: Candy Clifford Diehl, see address above.

Jan. 16-17 — Alexandria, Va. — Proposal Preparation, Holiday Inn Old Town. Contact: American Graduate U./Procurement Assoc., 733 N. Dodsworth Ave., Covina, Calif. 91724 (213-331-5484).

Jan. 16-17 — Washington — Third Annual Conference on New Directions in Competitive Procurement, International Inn. Sponsors: American Institute of Aeronautics & Astronautics and Technical Marketing Society of America. Contact: AIAA Conferences, P.O. Box 91295, Los Angeles, Calif. 90009 (213-670-2973).

Jan. 16-17—San Francisco—Effective Production Planning & Inventory Mgt., San Francisco Hilton. Sponsor: The Wharton School. Contact: Heidi Kaplan, Dept. 14NR, N.Y. Mgt. Center, 360 Lexington Ave., New York 10017 (212-953-7262).

Jan. 16-18 — New York — Interpersonal Skills for Women Supervisors & Managers, Barbizon Plaza Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, see address above.

Jan. 16-18—New York—Increasing Productivity in Mfg., Barbizon Plaza Hotel. Sponsor: N.Y.U. Contact: Heidi Kaplan, see address above.

Jan. 16-18—Chicago, Atlanta, San Francisco — Improving Managerial Skills. Contact: American Management Associations, 135 W. 50th St., New York 10020 (212-586-8100).

Jan. 16-18—Washington—Microfilm Information Systems, George Washington U. Contact: Continuing Engineering Education Program, GWU, Washington, D.C. 20052 (800-424-9773 or 202-676-6106).

Jan. 16-18 — Ann Arbor, Mich. — Long Range Planning, U. of Michigan. Contact: UM, see address above.

Jan. 16-20 — Culver City, Calif. — Microprocessor & Microcomputer Short Course, Pacifica Hotel. Contact: Integrated Computer Systems, Inc., 3304 Pico Blvd., Santa Monica, Calif. 90405 213-559-9265).

Jan. 17-19—Atlanta—Engineering Conference & Tool & Mfg. Exposition, Atlanta Civic Center. Contact: Society of Manufacturing Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500).

Jan. 17-20 — Washington — Management Training for Women, Georgetown U. Contact: School for Summer & Continuing Education, Georgetown U., Washington, D.C. 20057 (202-625-3001).

Jan. 19—Harrisburg, Pa.—Federal Procurement Conference, Host Inn. Sponsor: Rep. Allen E. Ertel. Contact: Jon Plebani, c/o Rep. Ertel, Harrisburg, East Mall, Paxton St., Harrisburg, Pa. 17111 (717-564-8963).

Jan. 19—Dallas—CONDES V Contract/Design Show, Dallas Market Center. Contact: Dallas Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207 (214-748-6832).

Guide Offered To Services Of Trade And Industry Unit

COMMERCE REALIGNMENT SWINGS SIX BUREAUS INTO CLEARER LINES OF ASSISTANCE TO BUSINESS

How can a business executive get prompt assistance—obtain a validated export license, for example, get details on Turkey's import controls, find an enterprising agent in Singapore, or get figures on medical equipment spending in Sweden . . . from the newly realigned Industry and Trade Administration in the Commerce Department?

Follow this *Commerce America* guide along the ITA corridors, as it were, to locate the right offices. The changes in the revamped ITA represent a determination to shorten the path, figuratively speaking, between the doors that open to business services. Many of the doors are familiar to clients of the former Domestic and International Business Administration, some will be new.

This walkthrough concentrates on ITA activities of direct interest to the business public. It also covers some functions, primarily intergovernmental, that enlist business participation. Detailed answers to questions about the agency's range of services are available from an Ombudsman in ITA (see box item).

There are six operating divisions in the Industry and Trade Administration, all headquartered in the main Commerce building in Washington. The ITA mission continues, to provide both information and direct aid to U.S. businesses, especially in encouraging development of export markets. The changes are meant to make ITA services more useful and to build the agency's identity and effectiveness on the Washington trade scene.

The Bureau of Export Development, formerly the Bureau of International Commerce, has three branches: the Office of Export Development, the Office of International Marketing, and the Office of Market Planning. A useful distinction between the first two offices—which have important direct services for business—is that one operates primarily within the United States, the other largely abroad.

The Office of Export Development acts in an export-stimulus role across the entire domestic economy. Through conferences and seminars, discussions with advisory groups, and awards for export achievement, it builds government-to-business links that increase national awareness of the benefits and potential profits in exporting. It also provides practical assistance to individuals: information on overseas agents, distributors and other export services, specific leads on export sales, construction or engineering projects abroad, licensing and investment opportunities in the U.S. and other countries. It helps foreign buyers arrange purchasing itineraries in the U.S., including stops at major trade shows. It assists U.S. firms in bidding on large-scale development projects around the world.

The Office of International Marketing, working mainly abroad through a variety of promotional and informational vehicles, provides market assistance to individual firms. Its market studies currently reach the business public through eight major series of reports. It conducts exhibitions, trade missions, sales seminars and catalog displays in all of the world's principal commercial centers. (The Bureau of Export Development also has a special action group now at work spading up commercial opportunities in similar ways in the lively Near East markets.)

The Office of Market Planning performs strategy, targeting and review duties aimed at improving effectiveness of ITA's various trade promotion techniques. Individual firms are consulted or surveyed in all of its processes of analysis, planning and evaluating.

The Bureau of East-West Trade is a unit designed to meet a special situation in international commerce: doing business with the communist centrally-planned economies in which purchasing or negotiating is done by state officials. Most attention centers on the Soviet Union, nations in Eastern Europe, and the People's Republic of China. Three constituent offices assist U.S. firms in this special field.

The Office of East-West Trade Development provides individual marketing counsel, supplies information on available commercial representation in host countries, makes market studies, and conducts trade exhibitions, sales seminars and trade missions. The Office of East-West Country Affairs offers U.S. firms wide-ranging background information on economic-political conditions in each of the communist countries. The Office of East-West Policy and Planning, in its policy role relating to East-West trade, is the Commerce Department contact for U.S. and international business-related groups in this field. It also provides statistical information on the communist economies.

The **Bureau of Trade Regulation**, through its Office of Export Administration, handles export controls and, along with the bureau director's office itself, issues and enforces U.S. rules concerning foreign boycotts. The foreign boycott functions will enter a new phase this month, as strengthened regulations stemming from 1977 legislation go into effect. Through its Office of Industrial Mobilization, the bureau is responsible for emergency industrial readiness plans, including standby allocations of materials and resources related to defense and energy priorities.

The Office of Export Administration administers the controls imposed by law,

For More Information

For further information on the business services of the Industry and Trade Administration call:

Office of Ombudsman—377-3176.

Bureau of Export Development—377-5261.

Bureau of East-West Trade—377-5251.

Bureau of Trade Regulation—377-5491.

Bureau of International Economic Policy and Research—377-3022.

Bureau of Domestic Business Development—377-3737.

Bureau of Field Operations—377-3641.

for reasons of national security, foreign policy or short supply, on exports of goods, services and technical data. Duties range from initiating U.S. export control policy review to issuing export licenses and apprehending violators of export control law.

The Bureau of Trade Regulation also administers statutory programs concerning importation of foreign excess property, duty-free entry of scientific instruments, and allocations of watch quotas to assist industrial development in the Virgin Islands, Guam and American Samoa. The bureau also contains the office that handles administrative services for the U.S. Foreign-Trade Zones Board.

The Bureau of International Economic Policy and Research works to improve the overall international economic climate in which U.S. business operates. In its policy work, it enlists business advice and assistance, and handles U.S. business concerns in the areas of international trade, finance and investment. The Bureau's trade and statistical publications are well known to the business community.

The Office of International Economic Research houses the specialists who assemble, analyze and interpret U.S. and foreign trade and economic data. The subjects covered are wide-ranging trade developments and trends, sector analyses, export projections and international economic indicators. This information reaches the public through various publications and reports, including several recurring series of articles in *Commerce America*.

The Office of International Trade Policy helps to develop Administration positions on trade legislation and the U.S. position in trade negotiations, and consults with business representatives throughout this process. It observes and analyzes developments related to import quota systems and international commodity agreements, keeping the business community informed in this field. It also acts to protect the full rights of U.S. business under various international agreements.

The Office of International Finance and Investment follows international activity in such fields as taxation, technology transfer, antitrust, standardization, patent and copyright protection, settlement of investment disputes, and the competitive position abroad of U.S. service industries, and works to resolve U.S. business problems in these areas.

The Office of Foreign Investment in the United States monitors and reports to Congress and the public on the activities of foreign direct investors within this country.

The Office of Country Affairs maintains familiarity with trade and economic patterns in each of the countries, or regional groupings, with which the U.S. has commercial relationships (except the countries treated separately by the Bureau of East-West Trade, as described above), advising Commerce officials and U.S. negotiators on pertinent developments.

The Bureau of Domestic Business Development, which can be generally described as the result of a merger of the Bureau of Domestic Commerce and the Bureau of Resources and Trade Assistance, is a focal point in the Commerce Department for assistance and consultation on domestic business matters, although it also has significant duties in areas that involve international interests.

The Bureau's Office of Business Programs has an industrial recovery orientation. For example, it administers programs to aid import-injured industries, and works to include business expansion or new industrial opportunities in Federal regional recovery funding or large-scale construction projects.

The Office of Ombudsman is, among other things, a first-stop assistance point responding to business inquiries about the entire spectrum of governmental programs.

The Office of Textiles handles the negotiation and administration of international and bilateral textile agreements. It coordinates liaison with textile industry trade groups, while studying and interpreting trade trends in the textile area.

The Bureau of Domestic Business Development has three "industry" offices that serve as the Commerce Department's consultation and assistance links to U.S. industries. The Office of Producer Goods covers the industry sector that includes industrial equipment, transportation equipment, and electronics equipment. The Office of Basic Industries covers metals, minerals, construction, forest products and engineering. The Office of Consumer Goods and Service Industries is related to the sector including consumer products, wholesale and retail trade, and service enterprises.

Another unit in this bureau is the Office of Business Policy Analysis, which studies and offers policy recommendations on significant U.S. business and legislative issues. Currently, for example, it will emphasize analysis of the impact of industry and technology on the environment and the effect of pollution abatement regulations and related actions and proposals on business and the national economy.

The Bureau of Field Operations brings Commerce Department's international and domestic business programs into local business communities, working principally through a network of 43 District Offices. This is essentially a two-way activity, conveying export marketing assistance, for example, to an individual client, and receiving and reporting back to the Department practical appraisals of such assistance from the end-users.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of International Trade Policy.

A summary look at the Multilateral Trade Negotiations now shows an encouraging response to the appeals made in 1977 to accelerate the pace of the negotiations. Recent hopeful indications of timetable progress are these:

► In the fall, agreement was reached on a working hypothesis for the formula to be used in tariff reduction computations by major trading nations (See *Commerce America*, Oct. 24).

► By Nov. 1 the United States met the deadline for filing requests for concessions on nontariff barriers and on tariff barriers of countries not applying the tariff reduction formula.

► Before the end of December working papers for international codes of conduct in customs valuation, product standards, subsidies/countervailing duties, import licensing procedures, government procurement and safeguards were placed on the table to serve as a basis for continued code negotiations.

► In the agricultural area, proposals were tabled for dairy and meat products.

The next and final step of the preparatory work, to be completed by mid-January, is to have countries offer concessions in response to the requests filed.

Progress made on the various individual MTN issues is examined more closely below.

GENEVA

Customs Valuation: Work on customs valuation gained new momentum on Nov. 15 when the European Community (EC) presented a proposed international code on customs valuation to the **MTN Customs Matters Subgroup**. This was the first such proposal to be tabled. Previous discussion within the Subgroup had centered on the principles and elements which might be included in a customs valuation code. The United States has agreed to accept the EC proposal as a basis for negotiating a uniform international customs valuation system.

The EC proposal calls for valuation based on the transaction at hand. This type of system is commonly known as an "invoice value" system since valuation would generally be based on the invoice. Alternative valuation techniques are provided for situations where the invoice cannot be used.

The EC, and most countries other than

the United States and Canada, currently value products for customs purposes under the Brussels Definition of Value (BDV). The BDV values products by comparing the invoice price to an ideal price which theoretically would be charged under perfectly competitive conditions and adjusting, or uplifting, the invoice price to this ideal price.

In cases of sales between unrelated parties the invoice value has generally been accepted, and in this sense the EC proposal is somwhat similar to the BDV. However, in the case of transactions between related parties the invoice price is often subjected to an arbitrary uplift. This has been a serious problem to U.S. exporters. Countries which use the BDV have in turn complained that the valuation system of the United States is overly complex and that elements of the U.S. system such as the Final List and American Selling Price (ASP) act as barriers to trade.

The United States has made it clear from the outset that any changes in U.S. customs practices will require adequate reciprocity and that negotiations regarding customs valuation are not an appropriate forum for the negotiation of reductions in U.S. tariff protection.

Detailed discussion of the code is likely to begin in the near future. While there is likely to be discussion of all aspects of the code, the central elements of discussion are likely to be the code's handling of transactions between related parties, the possible effects of the proposed code on sensitive industries, and the general issue of reciprocity.

Product Standards: The draft negotiating text for a standards code does not delineate standards for individual products, but rather seeks to establish international rules concerning the procedures by which standards are prepared, adopted, and applied and by which certification systems are formulated and applied. The general code of conduct aims to promote the use of standards in facilitating trade and to prevent standards from becoming technical trade barriers. While the code does not offer immediate solutions to all the international trade problems caused by particular product standards, it provides a vehicle through which signatory countries can work toward solutions, primarily through consultation and cooperation.

In addition to standards, the basic requirements of the code apply to packaging and labeling regulations and to test methods and certification systems for assuring conformity with standards.

Major issues still requiring resolution include the relationship of the code to the GATT, the nature of the dispute settlement mechanism, the balance of obligations to be assumed by adherents to the code and the nature of special and differential treatment which may be granted to developing countries within the terms of a standards code.

The code will benefit U.S. export interests in two major ways. It will encourage the adoption and use of international standards, so that differentiation among standards on identical products may decrease. Also, it will provide a mechanism through which individual standards difficulties may be resolved.

Subsidies/Countervailing Duties: From the start of the Tokyo Round, the United States has placed great emphasis on negotiating an agreement to provide greater international discipline over subsidies. Other countries have stressed the need for U.S. acceptance of rules on countervailing duties. Although subsidies talks had long been at an impasse, the United States reached agreement in principle with the EC on Dec. 14 on a negotiating approach laying out the issues to be addressed. The thrust of this approach is intended to reflect the commitment of participants to negotiate necessary improvements of GATT institutions and mechanisms concerned with subsidies, as well as new controls or obligations on the use of those subsidy practices which distort trade. The agreed negotiating approach would also provide for an increased discipline over the imposition of countervailing duties.

Unfortunately, continuing disagreement between the United States and the European Community over the scope of the negotiating approach made the tabling of a detailed paper impossible at this time. As a result, negotiations concerned with the highly sensitive subsidies issue remain significantly less advanced than other nontariff code areas. U.S. negotiators remain hopeful that the adoption of the preliminary negotiating approach as a basis for negotiations will allow for a successful resolution of the issue of subsidies/countervailing duties.

Import Licensing Procedures: There are two draft texts for codes of conduct on the table in the **Quantitative Restrictions (QR)** and **Import Licensing Procedures Subgroup** of the MTN, both of which deal with import licensing procedures. The texts focus on administrative import licensing practices, rather than on the actual quantitative restrictions themselves, with the aim of simplifying and harmonizing the procedures which importers must follow in obtaining a license. The texts cover: 1) automatic import licensing (AIL) systems, such as technical visa requirements of surveillance systems; and 2) procedural aspects of import licensing used to administer import restrictions (LAIR), such as delays in the processing of license applications.

The LAIR text would minimize the restrictive effects of licensing procedures used to implement quotas through the harmonization of forms, certification requirements and other formalities relating to the publication of information and processing of applications. The AIL text would establish a code of conduct for procedures used in implementing automatic licensing systems, to the extent that they exist.

Government Procurement: The GATT Secretariat has compiled a negotiating document on government procurement based on proposals received from MTN participants by the end of November. The main component of the negotiating document is a draft code put together by an informal group of countries that had previously participated in OECD discussions of government procurement.

The draft code is based on the principles of national treatment and nondiscrimination in purchasing practices and procedures. The code sets out rules and procedures countries must follow in administering their government procurement systems. A large degree of consensus has been reached on procedures, although some differences remain concerning disclosure of information after the award of a bid, dispute settlement, and special and differential treatment for developing countries.

Once procurement rules are substantially agreed upon, countries must address the sensitive question of balancing coverage of an agreement. The issues to be dealt with include the purchasing entities subject to the agreement; the choice of a minimum value for individual contracts that would be subject to the agreement; permanent exceptions (e.g., for national security reasons); temporary derogations from obligations; and conditions that allow for the placement of contracts with little or no competition.

U.S. industry has much to gain from the opening of foreign procurement markets. Governments abroad provide many of the services, and hence purchase many products, that are found in the private sector in the United States. U.S. industry is very competitive in many of the high technology products bought by governments. The trend towards preferential government procurement practices within free trade areas and customs unions, of which the EC Internal Directive is a prime example, increases the need for an international agreement on government purchasing. Many challenges remain to achieving such an agreement in the MTN, but the advantages of open foreign markets justify an intense effort in this important area.

Safeguards: In the **MTN Safeguards Group**, the United States has been seeking improved international discipline for safeguard actions—temporary import restric-

tions imposed when increased imports are causing or threatening serious injury to domestic industries, in order to give those industries time to adjust to the increased competition. The United States prepared a working paper in the form of a draft safeguards code based on discussions in the group. This paper, which provided the basis for continuing informal discussion with key delegations in Geneva this fall, has been under continued revision to reflect comments from those delegations and from the U.S. private sector. The next step in the safeguards negotiations is a working document, circulated by the GATT Secretariat, incorporating results reached thus far in the negotiations. It is hoped that this document will provide the basis for multilateral discussion and eventual agreement on a safeguards code.

The safeguards code will need to cover two broad aspects—limitations on safeguard actions and procedures to be followed when a country implements such an action. Limitations regulating safeguard actions would include a determination of serious injury or its threat and conditions to insure that safeguards are temporary, such as time limits, progressive phasing out of safeguard measures, and maintenance of a minimum level of imports.

A major outstanding issue is whether actions may be applied "selectively"—only against imports which are causing injury, rather than against all imports of a given product. Selective safeguards, if allowed, would be applied to imports from some countries but not others—a major change from present international rules.

Among procedures to be included are prior notification and consultations regarding proposed safeguard measures, dispute settlement rules, and multilateral surveillance. The U.S. is also seeking inclusion of a requirement for domestic public procedures which would include formal investigation of whether serious injury exists, opportunity for all interested parties to present their views and publication of a report on the investigation.

Agriculture: The **Subgroup on Dairy Products** has agreed to consider a GATT Secretariat document, based largely on EC and New Zealand proposals, as a "working hypothesis" to be discussed at the next meeting. Much disagreement still exists as to what form a negotiating framework for dairy products should take or even if a special dairy framework is necessary. The working hypothesis includes, among other things, provisions on information gathering, consultations, safeguards and export subsidies. It also allows for more detailed arrangements on specific dairy products.

The **Subgroup on Meat** convened Nov. 20—Dec. 1 and examined a GATT Secretariat summary of Australian and EC proposals for an arrangement regarding international trade of live animals and meat. The Subgroup agreed only to consider the Secretariat's document as a "working hypothesis" to be discussed further at its next meeting. Provisions are included in the document for data collection and exchange, market surveillance, consultation, and increased market access.

GATT Meeting: The most significant development of the 33rd annual GATT meeting Nov. 29-30 was the Japanese delegate's announcement that his country is seeking "to promote an early conclusion of the Tokyo Round Negotiations" by seriously considering advanced tariff reductions on a number of items. In his statement to the GATT, Japanese Ambassador Masao Sawaki maintained that although "the Japanese industries are suffering from serious economic difficulty and loss of competitiveness. . . .," Japan is submitting advanced reductions in order "to cope with the worldwide rise in protectionism and to . . . contribute . . . to the furtherance of open world trade."

Indicating that his country will seek adequate compensation in the MTN for its advanced tariff cuts, Ambassador Sawaki asserted that Japan expects these reductions to be "duly counted as part of its contribution to the negotiations." In addition, Ambassador Sawaki announced Japan's plan to submit its tariff offers on the basis of the working hypothesis agreed to by the U.S. and the EC earlier this year. According to Ambassador Sawaki, Japan intends further to liberalize its trade regime by offering substantial nontariff measure concessions.

In the U.S. view, the Japanese announcement was a positive development, considering that country's large and persistent trade surplus. The United States noted it was pleased that Japan is making its preparations for tabling during the week of Jan. 15 offers for non-agricultural tariffs on the basis of the same tariff cutting hypothesis as the U.S.

WASHINGTON

Trade Agreement with Mexico: Representatives of the United States and Mexico have signed a trade agreement providing tariff concessions in the form of import duty reductions on Mexican exports to the U.S. of products valued at approximately $63 million and for concessions on $36 million worth of U.S. exports to Mexico. The Mexican concessions include liberalized import licenses as well as tariff reductions.

The agreement is the first "Tropical Products" agreement to be concluded pursuant to the mandate of the Tokyo Declaration which opened the Tokyo Round. The declaration called for agreements between developing and developed nations whereby developing nations could be given special and more favorable treatment while making some reciprocal contributions.

U.S. Computer Equipment Marketable In Japan, Though Affected By High Tariffs

Exhibitors who participated in a recent EDP show at the U.S. Trade Center in Tokyo say that they are relying on technological leads in order to sell products in that market. At present, much of this equipment is subject to relatively high import tariffs.

The Trade Center exhibition focused on data management handling and communications, and the 24 U.S. participants reported more than $14 million in immediate and projected orders. A Chinese character word processor, which functions also as an office computer, received special attention from Japanese business visitors, both those in the hardware and those in the software areas. Among other "best prospects" are certain printers, IBM-compatible tape drives and time-sharing terminals, tape evaluaters/cleaners, and disk pack inspectors/cleaners. Microfiche reader/printers have moderate potential.

All of the exhibitors remarked about the high tariff rates of 22.5 percent for peripherals and terminals and 13.5 percent for CPUs (central processing units), which are major barriers for U.S. suppliers.

Japanese exports of peripherals and terminals tripled in 1976, totaling $105 million, which represented 73 percent of Japan's total exports of computer equipment. On the other hand, Japan's imports of peripherals and terminals have been decreasing for the past three years—from $218 million in 1974 to $154 million in 1976. To avoid the high tariffs some U.S. firms import parts and assemble in Japan.

Two major EDP technological development projects are being carried out jointly by the Japanese Government and private companies: a computer system that will recognize voice and sound signals, colored images, handwriting, printed words and characters, and real objects, scheduled for completion in 1981; and development of VLSI (very large-scale integrated circuits), essential to the development of fourth-generation computers, scheduled to run through March 1981.

As of September 1976, Japan had some 37,900 installed computer systems, of which about 60 percent are believed to be office computers. Industry sources predict that by 1985 the office computer market will grow to 72,000 units. Untapped users of office computers are estimated at about 400 to 500,000—about 90 percent of the potential market—the majority by far found among medium and small companies, mainly in the distribution industry.

Although at present most computers are centralized at computer centers, in the future computers are likely to be decentralized, placing more and more job responsibilities on small office computers.

MEXICO'S NEW STRATEGY BEGINS TO TAKE SHAPE; SLOW RECOVERY IS SEEN

Mexico has made significant progress toward restoring economic stability and confidence since President Lopez-Portillo took office on Dec. 1, 1976, according to the U.S. Embassy there. This progress reflects the success of the new administration's economic program, which is aimed at stabilization in the short-run and a resumed high rate of growth over the medium term. The program encompasses monetary and fiscal policies.

Through an "Alliance for Production" program, wage increases are being held to 10 percent for the most part and private investment is being encouraged. The rate of inflation declined from over 4 percent a month in late 1976 to 1.4 percent a month for the period May-September 1977. Mexico's balance of payments performance in the first half of 1977 was considerably better than in the year-earlier period. The deficit on current account dropped from $1.6 billion in the first half of 1976 to $483 million in the first half of 1977.

Imports are picking up and the current account deficit was probably larger in the second half than in the first half. The peso has remained quite stable since the end of January, depreciating only 2.2 percent in terms of cents per peso from Jan. 31 to Oct. 31.

There are indications that the decline in industrial production has ended and output in this sector is picking up, albeit slowly. Economic growth in 1977 was probably not much changed from the 2.1 percent real growth rate registered in 1976.

In 1976, Mexico was the U.S.'s fourth largest export market, taking goods amounting to $4,990 million, according to U.S. statistics. In the same year, Mexico was our seventh largest supplier. Its position as a supplier has been affected over the past several years by the increase in U.S. oil imports.

As a result of its stabilization program and the devaluation, U.S. exports to Mexico were probably lower in 1977 than in 1976, or the peak year of 1975, when U.S. exports reached $5,141 million. This figure may not be again attained until 1979.

Mexican Government officials have warned that a full recovery cannot be anticipated until late 1979. While economic growth in 1978 should exceed 1977's anticipated level of somewhere around 2 percent, it is likely to be well below the postwar average of 6-7 percent. It is widely believed that efforts to stimulate economic activity prematurely will aggravate inflationary pressures and would be counterproductive.

Mexico is not only going through an economic adjustment period; it is also going through a transition from one development strategy to another. Throughout most of the postwar period, Mexico stimulated economic growth through increases in domestic demand and promoted industrial development in part by encouraging import-substitution projects. The foreign trade sector had a low priority. Mexico's strategy served it well. In 1975, it enjoyed the world's 16th largest Gross National Product while ranking 12th largest in terms of population. It was, however, only the 29th largest exporter, excluding the oil-exporting countries.

It became increasingly apparent in the early 1970's that the old development strategy was no longer serving Mexico's needs as effectively as it had in the earlier period. President Lopez-Portillo, in his first State of the Union Address, described at some length shortcomings in Mexico's past economic policies and noted that the old development strategy had "exhausted its last taboo with the (peso) devaluation."

On a different course

The new development strategy is still in a very preliminary stage and its more definite form will probably not be apparent for several years. Several lines of direction seem to be emerging. One is that Mexico should take more advantage of the world trading system. To accomplish this, more open trading practices must be adopted. The government has announced its intention to gradually replace its import licensing system with tariffs, and some preliminary steps in this direction have been taken.

It would be premature for U.S. exporters to expect a rapid relaxation of import prohibitions. This will come only over time and more likely than not, the new tariffs will be initially at a rate that will make them as effective as an import licensing system in keeping out goods that compete with those produced domestically. Nonetheless, U.S. exporters should remain alert to opportunities posed by changes in the present system.

Another key point of emphasis by the new administration has been the importance of increasing output. This is considered essential to meet at least part of the demand for jobs by new entrants in the labor force. The new administration is tackling this problem through its Alliance for Production.

The President, in his first State of the Union address, dwelt at some length on this concept, stating, "The Alliance Program calls for the joint, conscientious, responsible and determined collaboration of every last one of the Mexican people. It means pooling the aspirations of the different sectors in order to harmonize identical objectives, to fulfill the needs of the majority sectors of the population, to eliminate luxury goods, to encourage the high income classes to invest more and consume less, and to rationalize manufacturing and marketing processes. It is a form of concerted action that pursues the country's balanced and equitable development."

The program is being implemented through agreements between the government and private sector groups wherein the government undertakes to pursue certain policies and private interests pledge themselves to undertake certain investments. The purpose is to increase the level of investment and, hence, output.

The President has stated on numerous occasions that the way out of the country's current economic difficulties is through an increase in the supply of goods and services rather than a reduction in demand. To do this, increased investment from both domestic and foreign sources is necessary. Whereas public sector investment is likely to increase next year in real terms the plans of private business are less certain.

The government is putting particular emphasis on increasing output in several key sectors, including petroleum, electricity and agriculture. A significant part of the increases in public sector spending is going into these areas.

The petroleum sector is likely to be the fastest growing for some time. The building of the Cactus-Monterrey natural gas pipeline was to begin in 1977 and may move some gas by early 1979. PEMEX, the government-owned oil monopoly, is undertaking other projects as well, including not only expanded production of crude oil, but also downstream facilities such as refineries and ammonia plants.

The production of electrical energy will also grow at higher than average rates. U.S. suppliers should be able to obtain substantial orders from PEMEX and the Federal Electricity Commission.

Agriculture has been the slowest growing sector in the economy over the past decade and the government has announced plans to reverse this trend.

Mexico is also embarking on a major effort to expand its fishing fleet in both the Gulf of Mexico and the Pacific in order to take advantage of its new 200-mile exclusive economic zone. The government hopes to boost production in the area of basic consumer goods through its Alliance for Production programs. It is also anxious to increase domestic production of capital goods.

No change in investment laws

The role of the foreign investor in Mexico's future development remains unclear. The President has reaffirmed Mexico's respect for foreign investment to exist and operate in Mexico while at the same time stating that legislation governing foreign investment will not be changed. Recent regulations by the Foreign Invest-

ment Commission have, according to some observers, tightened somewhat the ability of existing foreign-owned companies to expand their operations. There are not enough specific decisions to determine whether this is in fact the case.

Over the past decade or more, Mexico has relied increasingly on fixed-term loans to meet its external capital requirements and has reduced accordingly its reliance on direct equity investment. Previous governments have pursued a policy of encouraging "Mexicanization" of foreign investment, i.e., reducing foreign ownership to 49 percent or less of a firm's total equity. There does not appear to be a change in this policy.

The government has moved to establish specific guidelines for the future development of one industry: automobiles. In this regard, they appear to be moving away rather than toward greater internationalization of production. Rather than permitting production to be established through the operation of market forces, they are requiring, through decrees, increased domestic content. Subsequent decrees affecting other industries may be issued in the near future, and exporters to Mexico as well as foreign investors should be alert to these.

U.S. Trade Center exhibitions scheduled for 1978 include petroleum industries equipment in January, construction and mining equipment in February, packaging and food processing equipment in April, materials handling equipment in May, equipment and systems for municipal services in July and forest industries equipment in August. The Trade Center is also available for private exhibitions of U.S. equipment.

Nigeria Now Enforcing Metric Import Markings

All imports into Nigeria must now carry metric labeling exclusively. The same rule will apply to invoices, bills of lading and other import documents. Nigeria, which enacted legislation in 1974 to recognize the metric system as the official system of weights and measures, had heretofore permitted dual markings on imported goods.

No official decision had been reported in mid-December regarding goods in transit or goods shipped prior to the Dec. 31 cutoff and arriving in Nigeria after Jan. 1. The Nigerian authorities have stated, however, that goods arriving with markings contrary to the new provisions will be excluded from entry to Nigeria or may be confiscated.

Copies of the Nigerian Weights and Measures Decree, 1974, may be obtained from the Country Marketing Manager/Africa, Department of Commerce, Bureau of Export Development, Office of International Marketing, Room 6009, Washington, D.C. 20230.

Calendar For World Traders

Jan. 10—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn Brownsboro Northeast.

Jan. 12—Chattanooga—World Trade Council meeting, Chattanooga Choo Choo.

Jan. 12—Louisville—International Credit and Finance Assn. meeting, Rodeway Inn.

Jan. 13-14—Owensboro, Ky.—Third Annual All Kentucky Trade Conference, Executive Inn. For information contact Carey Blankenship, Kentucky Department of Commerce, Frankfort, Ky.

Jan. 17—Memphis—World Trade Club meeting, Southwestern at Memphis.

Jan. 17—New York—Overseas Private Investment Corp. will present seminar on its new oil and minerals policy. Information: 202-632-1854.

Jan. 18-21—Miami—Second Annual Caribbean Conference on Trade, Investment and Development. Sponsors: Florida Dept. of Commerce and U.S. Dept. of State. Information: 305-446-8106.

Jan. 19—Los Angeles—OPIC seminar on oil and minerals policy. Information: 202-632-1854.

Jan. 19—New York—FICB Drug, Chemical & Food Export Club meeting, Summit Hotel.

Jan. 19-20—San Francisco—Practising Law Institute's 17th Annual Advanced Antitrust Seminar: International Trade and the Antitrust Laws, Stanford Court Hotel. For information call: 212-765-5700.

Jan. 19-20—New York—Practising Law Institute workshop: The U.S.-Based Corporation Expanding into the International Arena, St. Moritz Hotel. Information: 212-765-5700.

Jan. 26—Houston—Seminar on Letters of Credit and Export Sales. Univ. of St. Thomas International Institute. Information: Riley Venza, Director, 713-522-7911, ext. 306.

Jan. 30—Amsterdam—FCIB International Roundtable Conference, Amsterdam Hilton.

Jan. 31—Washington—International Procurement Committee of the Federal Bar Assn. will present a program on various issues involved in Iranian and Saudi Arabian Government contracts with U.S. firms, National Lawyers Club. Information: 202-638-0252.

Feb. 2—Memphis—Mid-South Exporters' Roundtable, Monte's Restaurant.

INTERNATIONAL BUSINESS REPORTS

United States-Italy Trade Directory. Twelfth edition, 1977-78. 362pp. $25.

Updated in all sections, this edition includes more than 3,000 names of American firms having business relations between the two countries. A "Who's Who" in U.S.-Italy trade offers reference information.

Write: Italy-America Chamber of Commerce, Inc., 350 Fifth Ave., Suite 3015, New York, N.Y. 10001.

Principles and Techniques in Exporting. Seventh edition. $20.

Practical manual on exporting procedures, used in connection with the International Trade Club of Chicago's annual Seminar on Principles and Techniques in Exporting, conducted each fall.

Write: International Trade Club of Chicago, 310 South Michigan Ave., Chicago, Ill. 60604.

International Dimensions of Corporate Finance. By David A. Ricks. Published by Prentice-Hall, Inc. Foundations of Finance Series. 143 pp. $10.95.

Expands the material covered in corporate finance books by adding the international dimensions. Considers the global aspects of risk and taxes before developing specific managerial aspects of international business in the problem areas of working capital management, capital budgeting, funding operations, and acquisitions.

Write: Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

Global Market Survey for Building Products and Construction Equipment. Published by the Bureau of International Commerce. Free.

U.S. sales of building products and construction equipment in 15 major markets around the world could top $3 billion by 1980, according to this publication. Demand will be spurred by government-funded programs to relieve severe housing shortages in some of the markets and by large industrial development projects in others. The survey covers prospects for U.S.-made products and equipment in Australia, Belgium, Brazil, France, Germany, Iran, Italy, Japan, Netherlands, Philippines, Saudi Arabia, Singapore, Spain, the United Kingdom and Venezuela.

Write: Any Commerce District Office, or Sales and Distribution Branch, Room 1617, U.S. Department of Commerce, Washington, D.C. 20230.

Schedule Of 1978 World Trade Fairs Gives Exhibitors Many Chances To Find Buyers

To assist U.S. business, *Commerce America* periodically publishes a schedule of future international fairs. These exhibitions range from the general type, which promote sales in numerous product categories, to the highly specialized fair, designed to attract buyers of specific products.

Events are listed by country, city, date, name and fair management address and are generally open to participation by any U.S. company in the related industry. Each firm may make arrangements for its own exhibit, including rental of space and utilities, transportation of products and setting up and manning of the booth.

For information on international trade fairs, please contact the foreign fair management at the listed address or write the Office of International Marketing, Bureau of Export Development, U.S. Department of Commerce, Washington, D.C. 20230.

A listing of trade fairs in the United States appears on pages 32-37.

The following information on upcoming fairs is taken from the latest data available to the Department of Commerce. However, the Department cannot assume responsibility for accuracy of dates or for the outcome of any transactions with foreign fair managements.

Algeria

Sept. 13-29 approximately. Algiers Int'l Trade Fair.

Argentina

Buenos Aires

May 12-21. 3rd Int'l Machine Tool Show—FIMAQH '78. Predio Ferial de Palermo, Camara Argentina de la Maquina Herramienta, Av. Julio A. Roca 516, 1067 Buenos Aires. Biennial.

June 1-30. Int'l Hotel Equipment and Supplies Show—HOTELGA '78. Centro Municipal de Exposiciones. Argexpo, Tucuman 1610, 1050 Buenos Aires. Biennial.

Oct. 13-19. Int'l Household Appliances Show—ARTEFAKTA '78. Centro Municipal de Exposiciones. Banpaku S.A., Parana 123, 1017 Buenos Aires. Annual.

Australia

The initials REP used below indicate a recurring fair organizer address: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Rd., South Melbourne, Victoria 3205.

Canberra

August. Australian Computer Conference. Lakeside Hotel. Australian Computer Society. Biennial.

Melbourne

Except where noted, events are held at Exhibition Buildings.

Feb. 12-17. Jubilee Dental Congress. Australian Dental Assn., 116 Pacific Highway, Sydney, N.S.W. Triennial.

March 9-18. Int'l Motor Show. Victorian Automobile Chambers of Commerce, 464 St. Kilda Road, Melbourne, Vic. 3004. Annual.

May 4-10. Caravan and Camping Show. Caravan Trade & Industries Assn. of Victoria, 65 Wellington St., Windsor, Vic. 3181. Annual.

May 25-June 3. III Int'l Business Equipment Fair. Hilton Hotel. REP. Biennial.

July 6-9. Australian Toy Fair. REP. Annual.

July 14-28. Herald National Boat Show and Camping Display. REP. Annual.

Aug. 7-9. National Accommodation and Catering Exbn. NACE, Suite 20, 553 St. Kilda Road, Melbourne, Vic. Annual.

Sept. 14-19. HOSPMEDEX 78. Australian Hospital Assn. Biennial.

Oct. 10-13. Electrical, Electronic, Engineering, Measuring and Control Exbn. Convention and Exhibition Administration, P.O. Box 259, Roseville, N.S.W. Annual.

Orange

Nov. 14-16. Australian National Field Days. Borenore, N.S.W. Australian National Field Days Committee, P.O. Box 310, Orange, N.S.W. 2800. Annual.

Sydney

Except where noted, shows are held at Sydney Fairgrounds.

March 5-8. Int'l Toy and Sporting Goods Trade Fair. Hilton Hotel and Centerpoint. Australian British Trade Assn., 93 Clarence St., Sydney, N.S.W. Annual.

May 7-11. Int'l Catering Trade Fair. Catering Trade Fair Assn., 3-13 Queen St., Chippendale, N.S.W. 2008. Annual.

June 13-18. Environment 78. Total Concepts Exhibition, 475 Pittwater Road, Brookvale, N.S.W. Biennial.

July 17-21. LABTRONEX. Intl. Medicare Exbn. and Convention. Convention and Exhibition Administration, P.O. Box 259, Roseville, N.S.W. Annual.

Aug. 3-8. Sydney Int'l Boat Show. Boating Industry Assn., 220 Pacific Highway, Crows Nest, N.S.W. Annual.

Aug. 4-7. Fourth National Musical Merchandise Exbn. Hilton Hotel. REP. Annual.

Aug. 8-18. Sydney Int'l Motor Show. Chamber of Automotive Industries of N.S.W., 33-39 Riley St., Sydney, N.S.W. Annual.

Sept. 11-16. Australian Int'l Engineering Exbn. Thomson Exhibition Promotions, 47 Chippen St., Chippendale, N.S.W. Annual.

Sept. 29-Oct. 2. RAS Spring Fair and Home Show. Total Concepts Exhibition, 475 Pittwater Road, Brookvale, N.S.W. Annual.

Oct. 17-19. 4th Meat and Allied Trades Fair. REP. Triennial.

Oct. 17-20. Engineered Plumbing Exbn. Total Concepts Exhibition, 475 Pittwater Road, Brookvale, N.S.W. Biennial.

October. Australian Micrographics Congress. Hilton Hotel. Peter Daniels & Co., Suite 102A Spectrum Building, 220 Pacific Highway, Crows Nest, N.S.W. Annual.

Austria

The following initials used below indicate recurring fair organizer addresses:

CFS — Contact Fachmessen Salzburg Gmbh & Co. KG., Suedtirler Platz 11, Budeslaenderhaus, Postfach 285, A-5021 Salzburg.

WM—Wiener Messe A.G., Messeplatz 1, Postfach 124, A-1071 Vienna.

Dornbirn

July 29-Aug. 6. 30th Dornbirn Fair (investment & consumer goods). Fairgrounds Dornbirn. Dornbirner Messegesellschaft mbH, Messestr. 4, A-6850 Dornbirn. Annual.

Graz

April 29-May 7 and Sept. 30-Oct. 8. Graz Spring Fair and Fall Fair. Fairgrounds, Styria. Grazer Suedost-Messe Reg. Gen. mbH, Messeplatz 1, A-8011 Graz. Semi-annual.

Innsbruck

Sept. 23-Oct. 1. Innsbruck Fair. Fairgrounds Innsbruck. Innsbrucker Messe GmbH., Maria-Teresien-Str. 45, A-6020 Innsbruck. Annual.

Klagenfurt

Aug. 12-20. Forestry Fair Klangenfurt. Fairgrounds Klagenfurt. Klagenfurtter Messe Betiebsgesell Schaft mbH, Valentin-Leitgeb-Str. 11, A-9021 Klagenfurt. Annual.

Salzburg

Jan. 19-22. AUTO-ZUM (service station equipment and parts). Ausstellungszentrum, Bessarabier-Strasse 100, Salzburg. CFS. Annual.

March 3-5 and Sept. 1-3. JIM-ER-ES. Int'l fashion for young people & children. Ausstellungszentrum Bessarabier-Strasse 100, Salzburg. CFS. Semi-annual.

March 17-19 and Sept. 15-17. OESFA INTERNATIONAL. Sporting goods & equipment. Ausstellungszentrum, Bessara-Bierstrasse 100, Salzburg. CFS. Semi-annual.

Tulln

March 31-April 2 and April 7-9. CAMPABOOT '78. Camping & boat show. Fairgrounds Tulln. Tullner Messe GmbH, Messe-Gelaende, A-3430 Tulln. Annual.

Oct. 26-29. Oesterreichischer Wohnwagen-Salon. Trailer show. Same as above.

Vienna

March 4-7. MOEBEL '78. Furniture show. Ausstellungszentrum Rotundenge-Laende. WM. Annual.

March 8-12 and Sept. 16-24. Vienna Int'l Autumn Fair. Ausstellungszentrum Rotundengelaende. WM. Annual.

March 8-12. JASPOWA. Hunting & sporting weapons). Part of Vienna Int'l Spring Fair. Biennial.

March 9-12 and Sept. 14-17. Lederwarren Eqquisit. Leather goods & travel accessories show. Ausstellungszentrum Messepalast. WM. Semi-annual.

March 11-12 and Sept. 16-17. OESMU. Shoes. Ausstellungszentrum Messepalast. WM. Semi-annual.

March 11-13 and Sept. 16-18. ETA. House-

hold & hardware items. Gift show. Ausstellungszentrum Rotundengelaende. WM. Semi-annual.

April 5-8. Aqua-Therm International. Heating & airconditioning equipment & pollution control show. Ausstellungszentrum Rotundengelaende. WM. Annual.

April 9-11 and Sept. 24-26. Internationale Wiener Damenmodewoche. Women's wearing apparel show. Ausstellungszentrum Messepalast. WM. Semi-annual.

April 20-23. 13th PBS. Stationery & office supply. Ausstellungszentrum Messepalast. Interessensgemeinschaft D. Papeier-, Buero-U. Schreibwarenbranche Oesterreichs Pfeilgasse 32/22, A-1080 Wien. Annual.

May 17-20. IFABO '78. Int'l business equipment fair. Ausstellungszentrum Rotundengelaende. WM. Annual.

May 17-20. MEDIA-PATHOLOGIE. Medical & surgical equipment. Hilton Hotel. Media Consult Werbe-U. Ausstellungs-Gesellschaft mbH, Klopstockg. 34, A-1170 Wien. Rotates among countries.

May 18-21. SPIEL '78. Austrian toy exhibit. Austellungszentrum Messepalast. WM. Annual.

Sept. 8-10. UHREN-SCHMUCKK-JUWELEN. Jewelry & watch exhibit. Ausstellungszentrum Messepalast. WM. Annual.

Sept. 12-15. KRANKENHAUS '78. Hospital supply show. Stadthalle Wien. Media Consult Werbe-U Ausstellungs-Gesellschaft mbH, Klopstockgasse 34, A-1170 Wien. Annual.

Oct. 21-26. INTERHOGA AUSTRIA '78. Int'l motel & catering equipment show. Ausstellungszentrum Rotundengelaende. WM. Annual.

Nov. 9-12. SCHULE '78—Wien. Educational supplies/school equipment & audio-visual media. Ausstellungs-Zentrum Rotundengelaende. Biennial. WM.

Nov. 23-26. AUSTRO BOOT '78. Boat show. Ausstellungszentrum Rotundengelaende. WM. Annual.

Wels

Feb. 2-4. TEX-BO. Home furnishing fair. Fairgrounds Wels. CFS. Annual.

April 12-15. EUROPACK. Packaging fair. Fairgrounds Wels. CFS. Annual.

April 12-15. IFL. Int'l conveying & storing equipment show. Fairgrounds Wels. CFS. Annual.

Sept. 1-10. Internationale Landwirtschaftsmesse Wels 1978. Agricultural Fair. Fairgrounds Wels. Welser Messe, A-4601 Wels. Annual.

Belgium

Antwerp

Jan. 24-27. INDUST-CLEAN. Aartselaar Eurocenter. PROMARK, Kontichsesteenweg 67, B-2630 Aartselaar. First time.

Feb. 8-13. HI-FI 78. Aartselaar Eurocenter. Sponsor same as above. Annual.

March 17-23. EQUIPORAMA. Expo-Rama, de Roest d'Alkenmadelaan 8, B-2600 Berchem. Annual.

May 21-28. International Harbor Exbn. Antwerp Bouwcentrum. Koninklijke Vlaamse Ingenieursvereniging, Jan van Rijswijcklaan 58, B-2000 Antwerp. Every 4 years.

Brussels

Jan. 6-15. Salon De L'Auto. Palais du Centenaire. COMAUBEL, Bd de la Woluwe 46, B-1020 Brussels. Biennial.

Jan. 8-11. FLOREX. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Annual.

Feb. 15-19. EUROCLIMA 78. Palais du Centenaire. SEDOS, Chaussée de la Hulpe 217, B-1170 Brussels. Biennial.

Feb. 17-26. BATIBOUW. Palais du Centenaire. Sponsor same as above. Annual.

March 12-19. BEL-JOUETS. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Annual.

April 9-19. EUROBA. Palais du Centenaire. CEMA, rue du Progres 52, Bte 13, B-1000 Brussels. Every 5 years.

April 10-14. DIDACTA. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Every 4 years.

April 29-May 15. Brussels Int'l Trade Fair. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Annual.

April 30-May 4. Stationary Trade Show. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Annual.

May. COMPEC. Centre International Rogier. Compec England, Room 821, Dorset House, Stamford St., London SE1 9LU. Annual.

May 28-June 1. Industrial Equipment. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Biennial.

Sept. 13-20. BUREAU 78. Palais du Centenaire. Chambre Syndicale de la Mecanographie, avenue de Stalingrad 22, B-1000 Brussels. Biennial.

Sept. 16-19. Baby Show. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Annual.

Sept. 17-20. VESTIRAMA. Centre International Rogier. Textirama, Maartelaarslaan 15, B-9000 Ghent. Annual.

Oct. 7-22. Food & Domestic Equipment. Palais du Centenaire. SIMPA, Bd du Jardin Botanique 29/31, B-1000 Brussels. Annual.

October. Hardware Show. Centre International Rogier. SOGESTOR, rue Duquesnoy 14, B-1000 Brussels. Annual.

Nov. 9-13. Furniture Show. Palais du Centenaire. Foire Nationale de l'Industrie du Meuble ASBL, rue de l'Association 15, B-1000 Brussels. Annual.

Nov. 19-23. INDUSELEC (Industrial Electricity). Centre International Rogier. SOGESTOR, rue Duquesnoy 14, B-1000 Brussels. Biennial.

Dec. 3-10. Woodworking Show. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Biennial.

December. HORESCA. Palais du Centenaire. Foire Internationale de Bruxelles, B-1020 Brussels. Annual.

December. Hobby 78. Centre International Rogier. SOGESTOR, rue Duquesnoy 14, B-1000 Brussels. Annual.

Ghent

Feb. 12-15. TEXTIRAMA. Textirama, Maartelaarslaan 15, B-9000 Ghent. Annual.

September. Int'l Fair of Flanders. International Fair of Flanders, Floraliepaleis, B-9000 Ghent. Annual.

Liege

May 6-21. Techniques Fluviales et Marines. Liege Exhibition Halls. Foire Internationale de Liège, rue du Moulin 320/6, B-4000 Liège. First time.

Bulgaria

Plovdiv

All events are held at the Plovdiv Fairgrounds. Organizer: Chamber of Commerce & Industry, 11A Stamboliyski Blvd., Sofia.

June 6-12. Computer and measurement equipment, household and industrial electronics. Special show.

Sept. 2-9. Plovdiv Int'l Trade Fair. Annual.

Nov. 1-8. Household products and appliances. Special show.

Canada

The initials SE used below indicate a recurring fair organizer address: Southex Exhibitions, #110, 330-9 Avenue S.W., Calgary, Alberta T2P 1K8.

Calgary

March 13-18. FARMFEST '78. Stampede Park. SE. First time.

May 12-19. FURNITURE WEST. Stampede Park. FURNITURE WEST, #1100, 666 St. James St., Winnipeg, Manitoba R3G 3J5. Annual.

June 13-15. National Petroleum Show. Stampede Park. SE. Biennial.

Edmonton

March 23-April 3. Canadian Western Farm & Ranch Show. Exhibition Grounds. SE. Annual.

Montreal

All events in Montreal held at Exhibition Hall. Write: Roland Roy, Manager, Exhibition Hall, P.O. Box 1000, Place Bonaventure, Montreal, Quebec, Canada H5A 1G1. Tel. 514-395-2222.

Jan. 13-22. Montreal Int'l Auto Salon '78. Annual.

Jan. 27-30. Int'l Travel and Vacation Show. Annual.

Feb. 11-13. 1978 Quebec Floor Covering Market. Annual.

Feb. 12-15. Canadian Toy and Decoration Fair. Annual.

Feb. 12-15. Hotel, Restaurant and Institution Suppliers Exbn. Annual.

Feb. 12-16. Montreal Spring Giftware Show. Annual.

Feb. 24-March 5. National Boat Show '78. Annual.

March 24-April 2. Camping Show '78. Annual.

April 6-8. Int'l Farm Machinery Show. Biennial.

May 4-6. Canadian Vending Machine Show. First time.

May 31-June 4. Canadian Plant Engineering and Industrial Equipment Show. Biennial.

June 18-20. Montreal Furniture Market. Annual.

June 29-July 4. Antiques Bonaventure. Semi-annual.

Aug. 27-31. Montreal Fall Gift Show. Annual.

Sept. 9-13. Montreal Hardware and Home Centre Show. Annual.

Sept. 17-19. Canadian Int'l Footwear Exbn. '78. Annual.

Sept. 24-26. Men's Wear Show. Annual.

Oct. 19-22. Montreal Ski Show. Annual.

Nov. 10-12. Auto Sport Show. Annual.

Dec. 7-10. Antiques Bonaventure. Semi-annual.

Toronto

Feb. 2-29. Spring Gift Show. International Center. Edwin L. Kastner Show Productions Org. Ltd., 45 Charles St. E., Toronto, Ontario M4Y 1S2. Annual.

Feb. 3-21. Canada Farm Show. Exhibition Park. Trans Canada Expositions Ltd., 20

Butterick Road, Toronto, Ontario M8W 3Z8. Annual.

Feb. 12-15. Canadian Hardware Show. Exhibition Park. Canadian Retail Hardware Assn., 219 Merton St., Toronto, Ontario M4S 1B2. Annual.

April 3-5. Canadian Environmental Exbn. —CEX. Exhibition Place. Heating, Refrigeration & Air Conditioning Institute of Canada, Suite 101, 109 Vanderhoof Ave., Toronto, Ontario M4G 2J2. Biennial.

April 4-6. Canadian Premium Incentive Show & Conference. International Center. Canadian Premium Incentive Show, 481 University Ave., Toronto, Ontario M5W 1A2. Annual.

April 23-26. HOSTEX '78. Coliseum & Industry Bldg., Exhibition Park. Canadian Restaurant Assn., 94 Cumberland St., 8th Floor, Toronto, Ontario M5R 1A3. Annual.

May 8-10. Plastics Show of Canada. Exhibition Place. Industrial & Trade Shows of Canada, 481 University Ave., Toronto, Ontario M5W 1A7. Triennial.

Aug. 13-17. Toronto Fall Gift Show. International Center. Edwin L. Kastner Show Productions Org. Ltd., 45 Charles St. E., Toronto, Ontario M4Y 1S2. Annual.

Oct. 13-15. CLEAN CANADA '78 (Canadian Launderers, Dry Cleaners and Carwash Exposition). Exhibition Place. Industrial and Trade Shows of Canada, 481 University Ave., Toronto, Ontario M5W 1A7. Quadrennial.

Oct. 17-19. Canadian Chemical & Process Equipment Exbn. Exhibition Place. Southex Exhibitions, 1450 Don Mills Road, Don Mills, Ontario M3B 2X7. Biennial.

Oct. 17-19. Canadian Construction Show. Exhibition Park. Industrial and Trade Shows of Canada, 481 University Ave., Toronto, Ontario M5W 1A7. Biennial.

Oct. 24-26. Canadian Education Showplace. Exhibition Park. Canadian Education Showplace, 481 University Ave., Toronto, Ontario M5W 1A7. Annual.

Nov. 13-16. Int'l Materials Handling and Distribution Show '78. International Center. Scott Productions, 1430 Birchmount Road, Scarborough, Ontario M1P 2E8. Biennial.

Nov. 28-30. Canadian Computer Show. International Center. Industrial & Trade Shows of Canada, 481 University Ave., Toronto, Ontario M5W 1A7. Annual.

Vancouver

Jan. 20-29. Pacific International Auto Show. Exhibition Park. Western Display Service Ltd., 5400 B. Minoru Blvd., Richmond, B.C. V6X 2A9. Annual.

Feb. 1-5. Vancouver Camping on Wheels Show. Exhibition Park. Canadian National Sportsmen's Shows, Box 69067, Vancouver, B.C. V6J 2G2. Annual.

Feb. 10-19. Vancouver Int'l Boat Show. Exhibition Park. Canadian National Sportsmen's Shows, Box 69067, Vancouver, B.C. V5K 4W3. Annual.

Feb. 24-March 5. Vancouver Home and Garden Show. Exhibition Park. Southex Exhibitions, 2000 W. 12th Ave., Vancouver, B.C. V6J 2G2. Annual.

March 6-8. Vancouver Island Business Show. Empress Hotel, Victoria, B.C. Sponsor same as above. Annual.

Aug. 6-8. Vancouver Fall Gift Show. Exhibition Park. Sponsor same as above. Annual.

Aug. 11-13. Abbotsford Int'l Air Show. Abbotsford International Airshow Society, P.O. Box 361, Abbotsford, B.C. V2S 4N9. Annual.

September. Dockside '78. Vancouver Floating Boat Show, Bayshore Inn. Canadian National Sportsmen's Shows, Box 69067, Vancouver, B.C. V5K 4W3. Annual. (Actual dates not yet confirmed.)

October. B.C. Business Show. Exhibition Park. Southex Exhibitions, 2000 W. 12th Ave., Vancouver, B.C. V6J 2G2. Annual. (Actual dates not yet confirmed.)

Nov. 21-23. Pacific Industrial Equipment and Materials Handling. Exhibition Park. Sponsor same as above. Annual.

EXHIBITING IN EGYPT—*Westinghouse exhibitors discuss electrical equipment with customers at the U.S. exhibition at the 10th annual Cairo International Fair.*

Chile

Santiago

Oct. 26-Nov. 12. Feria Internacional de Santiago—FISCA 1978.

China, People's Republic

For details on annual Canton fairs see page 37.

Colombia

Bogota

July 15-30. Bogota Int'l Fair. Corporacion de Ferias Y Exposiciones, Bogota. Every 2 years.

Czechoslovakia

Bratislava

June 24-30. Incheba Int'l Chemical Fair. Incheba, 24 Drienova, Bratislava. Annual.

Oct. 6-12. Intersport Int'l Sporting Goods Fair. Address same as above.

Brno

Fair organizer address: Brno Trade Fairs & Exhibitions, 1 Vystaviste, 602 00 Brno. Fairs are held at Brno Fairgrounds.

Feb. 15-22. Salima Food Fair. Annual.

April 21-28. Int'l Consumer Goods Fair. Annual.

Sept. 13-21. Int'l Engineering Fair. Annual.

Oct. 19-25. Invex Inventions, Patents and Licenses Fair. Biennial.

Nov. 14-19. Welding Technology and Equipment Fair. Biennial.

Ostrava

April 3-7. Intrama Materials Handling Fair. Made in Publicity, 5 Opletalova, Prague.

Prague

Nov. 16-23. Pragotherm Heating and Air-conditioning Fair. Incheba, 24 Drienova, CS-82951 Bratislava. Annual.

Denmark

Copenhagen

All shows held in Bella Center Exhibition Hall.
The initials BC used below indicate a recurring fair organizer address: Bella Center A/S, Center Boulevard, DK-2300 Copenhagen S.

Jan. 3-5. SCANDEFA-78—Scandinavian Dental Fair and 44th January Seminar of the Danish Dental Association. BC. Annual.

Feb. 12-14. 14th Scandinavian Menswear Fair. BC. Semi-annual.

March 4-6. Shoe Fair. Association of Danish Shoe Wholesalers, 8 Esplanaden, DK-1263 Copenhagen K.

March 16-19. 25th Scandinavian Fashion Week. BC. Semi-annual.

April 2-4. Scan Fair 78. Scandinavian Ironmongery and Hardware Fair. BC. Annual.

April 4-9. Hotel and Restaurant Fair. BC. First time.

April 27-30. Scandinavian Gold and Silver Fair 78. BC. Annual.

May 3-7. Scandinavian Furniture Fair 78. BC. Annual.

May 30-June 1. Euro Comm 78. Advanced Communications Exbn. and Conference. BC. Annual.

May 31-June 3. Trans-78. Int'l Exbn. for Transportation Systems. BC. Triennial.

Aug. 20-22. 15th Scandinavian Menswear Fair. BC. Semi-annual.

September. Shoe Fair. Association of Danish Shoe Wholesalers, 8 Esplanaden, DK-1263 Copenhagen K. Semi-annual.

Sept. 14-17. 26th Scandinavian Fashion Week. BC. Semi-annual.

Sept. 27-Oct. 4. Int'l Office Equipment Exbn. and Data Conference. BC. Triennial.

Oct. 27-Nov. 2. ELEKTRONIK 78. Int'l Electronics Fair. BC. Triennial.

Nov. 11-19. Copenhagen Int'l Boat Show 78. BC. Annual.

Nov. 28-Dec. 1. INDUSTRIKONTAKT 78. Int'l Subcontractors and Components Fair. Biennial.

Dec. 5-9. PAK-TEK 78. Int'l Packaging Exbn. BC. Triennial.

Herning

All shows held at Herning Exhibition Hall. The initials HH used below indicate a recurring fair organizer address: Herning Hallen A/S, DK-7400 Herning.

Jan. 17-21. AGROMEK 78. Int'l Exbn. for Agricultural Mechanization and Breeding Stock. Sponsored by various Danish Agricultural Associations. Secretariat: Holmetoften 35D, DK-8270 Hojbjerg.

April 5-7. SYMA 78. Machinery and Equipment for the Apparel Industry. HH. Triennial.

April 14-19. VVS-78. Int'l Technical Fair for Heating, Ventilating and Sanitation. Secretariat: Dansk VVS Information, Slotsgade 2, DK-2200 Copenhagen N. Triennial.

May 9-11. Equipment for Welfare Institutions and Hospitals Fair. HH. Annual.

June 8-11. AUTO-TEKNIK 78. Fair for the Automobile Sector. HH. Annual.

Aug. 17-20. Furniture Fair 78. HH. Annual.

Sept. 5-10. HI-78. Building and Construction Fair. HH. Biennial.

Egypt

Cairo

Shows held at Gezira Fairgrounds. Write: Director General, Cairo International Fairs, Exhibition Grounds, Gezira, Cairo. Tel. Cairo 703062.

March 11-25. Cairo Int'l Fair. Annual.

October (exact dates to be announced). Cairo Int'l Exbn. for Office Equipment and Electronic Computers. Annual.

El Salvador

San Salvador

Last week in February. AGROEXPO—Agribusiness Fair. Annual.

Nov. 13-20. Int'l Trade Fair. Biennial.

Finland

Helsinki

All events held at Helsinki International Fair Center. Write: The Finnish Fair Corp., P.O. Box 24, SF-00521 Helsinki 52; tel. area 90, local 141400; telex 121119 FEXPO SF; cable FINNEXPO.

Feb. 10-19. BOAT 78. Pleasure craft. Annual.

March 9-12. TRAVEL 78. Tourist promotion, camping & travel requisite exbn. Annual.

April 11-16. FINNBUILD 78. Architectural design, building materials & equipment. Biennial.

Sept. 12-16. FINNTEC 78. Machine tools, other tools (theme varies from year to year). Annual.

Oct. 10-14. KT-78. Business machines and equipment. Biennial.

Nov. 3-12. FINNCONSUM 78. Consumer goods. Biennial.

France

Most trade fairs in France are represented in the United States by: Mr. Wagner, French Trade Shows, 1350 Avenue of the Americas, New York, N.Y. 10019.

Besancon

Oct. 10-14. Int'l Watch and Micromechanical Precision Technics, Salon International des Techniques Horlogeres et Micromecaniques—MICRONORA. Mr. Lagrange, Parc des Expositions, 25020 Resancon Cedex Planoise. Biennial.

Cannes

Jan. 20-26. Int'l Records and Music Publishing Market, Marche International du Disque et de l'Edition Musicale—MIDEM. Mr. Chevry, 3 rue Garnier, 92200 Neuilly. Annual.

Sept. 22-26. Int'l Video Communication Show, Marche International de la Videocommunication—VIDCOM. Mr. Chevry, 3 rue Garnier, 92200 Neuilly. Annual.

Grenoble

March 4-7. Int'l Winter Sports Equipment and Accessories Show, Salon Professionnel International des Articles de Sports d'Hiver—ALPEXPO. Palais des Expositions, 38029 Grenoble. Annual.

Lyon

May 31-June 4. Heating, Airconditioning and Antipollution Equipment Show, Exposition des Materiels Thermiques, Climatisation, Regulation, Antipollution — EXPORTHERM. Palais des Congres, Quai A. Lignon, 69006 Lyon. Biennial.

Oct. 7-10. European Market for Furnishing and Professional Furniture Supplies, Marche Europeen de l'Ameublement et des Fournitures Professionnelles pour l'Ameublement—MEUROPAM. Palais des Congres, 69459 Lyon Cedex 3. Annual.

Nice

May 5-10. Int'l Book Festival, Festival International du Livre. Palais des Expositions, 06300 Nice. Mr. Beretta, 5 rue Stanislas, 75006 Paris. Annual.

Oyonnax

April 27-May 1. Int'l Optical Equipment Exbn., Salon International de la Lunetterie, de l'Optique Oculaire et du Materiel pour Opticiens—SILMO. Mr. Sibois, 66 rue Anatole France, 01103 Oyonnax. Annual.

Paris

Except where noted, Paris shows are held at Parc des Expositions, Porte de Versailles.

Jan. 8-11 and June 4-8. Leather Goods and Luggage Show, Exposition de la Maroquinerie et Articles de Voyage. Federation Nationale de la Maroquinerie, 6 rue Beranger, 75139 Paris Cedex 03. Semi-annual.

Jan. 12-23. Int'l Pleasure Yachting Exbn., Salon International de la Navigation de Plaisance. Palais du CNIT, La Defense, Puteaux. SPODEX, 12 rue Clapeyron, 75008 Paris. Annual.

Jan. 14-19 and Sept. 7-12. Int'l Jewelry, Gold and Silverware, Watches and Clocks, Gifts Exbn., Salon de la Bijouterie, Joaillerie, Orfevrerie, Horlogerie et Cadeaux. Mr. Bernhardt, 26 rue du Renard, 75004 Paris. Semi-annual.

Feb. 4-7 and Sept. 9-12. Int'l Children's Fashion Show, Salon de la Mode Enfantine. Mr. Mangeret, 11 rue Anatole-de-la-Forge, 75017 Paris. Semi-annual.

Feb. 4-7 and Sept. 9-12. Int'l Knitwear Industries Show, Salon International des Industries de la Maille. Mr. Mangeret, 11 rue Anatole-de-la-Forge, 75017 Paris. Semi-annual.

Feb. 4-7 and Sept. 9-12. Int'l Men's Wear Show, Salon International de l'Habillement Masculin. Mr. Miserey, 8 rue de Richelieu, 75001 Paris. Semi-annual.

Feb. 4-8. Int'l Stationery Exbn., Salon International de la Papeterie. Mr. Durrieu, 14 boulevard Montmartre, 75009 Paris. Annual.

Feb. 11-15. Int'l Confectionery, Chocolate, Biscuit Show, Salon International de la Confiserie, Chocolaterie, Biscuiterie — INTERSUC. Mr. Urbain, 48 avenue de Villiers, 75017 Paris. Annual.

Feb. 11-17. Int'l Toys and Games Show, Salon International du Jouet. Mr. Vuagnat, 93 rue de Turenne, 75003 Paris. Annual.

March 4-13. Int'l Houseware Show, Salon International des Arts Menagers, Palais du CNIT, La Defense, Puteaux. Mr. Rouaud, 15 avenue de la Division Leclerc, 92800 Puteaux. Annual.

March 5-12. Int'l Agricultural Equipment Show, Salon de la Machine Agricole. Mr. Jean, 24 rue du Pont, 92521 Cedex Neuilly-sur-Seine. Annual.

March 5-12. Int'l Agriculture Show, Salon International de l'Agriculture. Mr. Couillens, 19 boulevard Henri IV, 75004 Paris. Annual.

March 5-12. Leisure Power Cultivation and Gardening Show, Salon de la Motoculture de Plaisance, Jardinage. Mr. Jean, 24 rue du Pont, 92521 Cedex Neuilly. Annual.

March 6-12. Int'l Audio Festival, Festival International du Son. Centre International de Paris, Porte Maillot. Mr. Boissinot, 20 rue Hamelin, 75116 Paris. Annual.

March 31-April 5. Int'l Show of Equipment Accessories and Supplies for Furniture and Bedding Manufacture, Salon International des Approvisionnements, Materiels et Fournitures destines a la Fabrication des Meubles, Sieges et Articles de Literie—APPROFAL. Miss Thibert, 7 rue Copernic, 75782 Paris Cedex 16. Biennial.

March 31-April 5. Int'l Wood-Working Machinery and Wood Industries Show, Salon International de la Machine a Bois et des Industries du Bois—EXPOBOIS. Expobois, 150 boulevard Bineau, 92200 Neuilly. Biennial.

April 2-6. Int'l Tableware and Home Decoration Show, Salon International des Industries et Arts du Feu, Arts de la Table et Decor de la Maison. Mr. Marion, 17 bis, rue de Paradis, 75010 Paris. Annual.

April 3-8. Int'l Electronic Components Show, Salon International des Composants Electroniques. Mr. Boissinot, 20 rue Hamelin, 75116 Paris. Annual.

April 8-12. Int'l Fur Industries Show, Salon International des Industries de la Fourrure. Mr. Missir, 36 avenue de l'Opera, 75002 Paris. Annual.

April 8-12 and Oct. 21-25. Int'l Women's Ready-to-Wear Exbn., Salon International du Pret-a-Porter Feminin. Mr. Lauriol, 69 rue de Richelieu, 75002 Paris. Semi-annual.

May 19-27. Int'l Public Works and Building Equipment Show, Salon International du Materiel de Travaux Publics et de Batiment—EXPOMAT, Le Bourget. Mr. Le Prince, 1 avenue Niel, 75017 Paris. Biennial.

June 2-9. Biennial Machine Tool and Mechanical Equipment Show, Biennale Francaise de la Machine-Outil et de l'Equipement Mecanique. Mr. Ollive, 40 rue du Colisee, 75008 Paris.

June 8-12. Exbn. of Wall Coverings, and Textiles for Upholstery and Draperies, Salon des Papiers Peints, Revetements Muraux, Textiles d'Ameublement, Voilages, PARITEX. Mrs. Gilmert, 7 rue Copernic, 75782 Paris Cedex 16. Annual.

June 10-13. Int'l Carpet and Floor Coverings Show, Salon International du Tapis et des Revetements de Sols. Mr. Laguens, 22 avenue Franklin D. Roosevelt, 75008 Paris. Annual.

June 13-21. Int'l Exbn. of Plastics and Rubber, and Machinery for Plastic and Rubber Industries, Exposition Internationale des Plastiques et Caoutchoucs et de leurs Equipments. Mr. Regis, 59 rue Boissiere, 75016 Paris. Quadrennial.

June 26-30. Int'l Dairy Equipment Show, Salon International de l'Equipement Laitier. Mr. Caron, 7 rue La Boetie, 75008 Paris. Quadrennial.

Sept. 9-12. Int'l Leather Week, Semaine Internationale du Cuir. Mr. Boutevilain, 109 rue du Faubourg St-Honore, 75008 Paris. Annual.

Sept. 10-12. Int'l Sporting Goods and Out-

door Games Show, Salon Professionnel International des Articles de Sports et Loisirs de Plein Air. Le Bourget. SPODEX, 12 rue Clapeyron, 75008 Paris. Annual.

Sept. 20-29. Int'l Exbn. of Data Processing Communication and Office Equipment, Salon International de l'Informatique, de la Communication et de l'Organisation du Bureau—SICOB. Palais du CNIT, La Defense, Puteaux. Mr. Hermieu, 6 Place de Valois, 75001 Paris. Annual.

Sept. 24-27. Int'l Hardware Show, Salon Professionel International de la Quincaillerie—QUOJEM. Mr. Devos, 42 rue du Louvre, 75001 Paris. Annual.

Oct. 5-15. Int'l Automobile, Cycle and Motorcycle Show, Salon de l'Automobile, du Cycle et du Motocycle. Mr. Charpin, 3 avenue du President Wilson, 75018 Paris. Biennial for automobiles, annual for cycles and motorcycles.

Oct. 15-23. Int'l Technical Hotel, Restaurant and Institutions Equipment Show, Salon Technique International de l'Equipement et de la Gestion des Hotels, Restaurants, Cafes, Collectivites—EQUIP'HOTEL. Mr. Willard, 13 rue de Liege, 75009 Paris. Annual.

Oct. 26-Nov. 5. "Do-it-Yourself" Exbn., Salon du Bricolage. Palais du CNIT, La Defense, Puteaux. Mr. Devos, 42 rue du Louvre, 75001 Paris. Annual.

Nov. 13-18. Int'l Foods Show, Salon International de l'Alimentation—SIAL. Mr. Le Coq Kerland, 43 rue de Naples, 75008 Paris. Biennial.

Nov. 13-18. Int'l Exbn. of Packaging, Salon International de l'Emballage, du Conditionnement et de la Presentation. Mr. Ollive, 40 rue du Colisee, 75008 Paris. Biennial.

Nov. 13-20. Int'l Exbn. of Equipment and Technics for the Meat Industry and Trade, Salon International de Materiel et Techniques pour l'Industrie et le Commerce de la Viande—MATIC. Mr. Devos, 42 rue du Louvre, 75001 Paris. Biennial.

Dec. 5-9. Exbn. of Equipment and Products for Maintenance and Cleaning, and Services for Institutions, Salon du Nettoyage, Materials, Produits, Services pour Collectivites—INTERNET'EXPO. Mr. Stipanovich, 12 rue Chabanais, 75002 Paris. Biennial.

Dec. 5-13. Int'l Material Handling Show, Salon International de la Manutention. Palais du CNIT, La Defense, Puteaux. Mr. Ollive, 40 rue du Colisee, 75008 Paris. Triennial.

German Democratic Republic

Leipzig

March 12-19 and Sept. 3-10. Leipzig Spring Fair and Fall Fair. Leipziger Messeamt, DDR-701 Leipzig, Markt 11/15. Semi-annual.

Germany

Berlin

Berlin fairs are held at Municipal Fairgrounds. Sponsor is AMK Berlin, Ausstellungs-Messe-Kongress GmbH, D-1000 Berlin 19, Messedamm 22.

Jan. 27-Feb. 5. Int'l Green Week Berlin 1978. Annual.

March 4-12. 12th Int'l Tourism Exchange (ITB) Berlin 1978. Annual.

April 9-13 and Oct. 8-12. BERLINER INTERCHIC. Semi-annual.

Aug. 30-Sept. 3. 16th Overseas Import Fair—"Partners for Progress". Annual.

Cologne

Fairs are held at the Cologne Fairgrounds. Sponsor is Messe-und Ausstellungs-GmbH, 5 Koeln 21, Postfach 210760.

Jan. 17-22. Int'l Furniture Fair. Biennial.

Jan. 30-Feb. 3. ISM 78—Int'l Sweets and Biscuits Fair. Annual.

Feb. 15-18. DOMOTECHNICA—Int'l Fair for household appliances, fittings and components. Annual.

Feb. 16-19. Int'l Housewares Fair. Annual.

Feb. 19-21. Int'l Hardware Fair—Tools, locks & fittings, do-it-yourself supplies. Annual.

Feb. 26-28 and Aug. 27-29. Int'l Men's Fashion Week. Semi-annual.

March 10-12 and Oct. 13-15. Int'l Trade Fair, Children and Young People. Semi-annual.

Sept. 15-21. PHOTOKINA—World Fair of photography, photo, cine, audiovision. Biennial.

Sept. 23-26. IFMA—Int'l Bicycle and Motor Cycle Exbn. Biennial in even years.

Sept. 30-Oct. 3. SPOGA—Int'l Trade Fair of sports goods, camping equipment and garden furniture. Annual.

Oct. 24-29. ORGATECHNIK — Incorporating the International Office Trade Fair for Fittings and Equipment. Biennial.

Duesseldorf

Fairs are held at the Duesseldorf Fairgrounds. The initials DM indicate recurring fair organizer address: Duesseldorf Messegesellschaft mbH—NOWEA, 4 Duesseldorf 30, Postfach 320203.

Jan. 21-29. BOAT—Int'l Boat Show. DM. Annual.

March 11-14, April 23-27, Sept. 10-13, and Oct. 22-26. IGEDO—Int'l Fashion Trade Fair. Internationale Modemesse GmbH, Freiligrathstr. 28, 4000 Duesseldorf. 4 times a year.

March 18-20 and Sept. 23-25. GDS—Int'l Footwear Fair. DM. Semi-annual.

April 7-11. EUROSHOP—Fitting, advertising, selling int'l trade fair and congress. DM. Triennial.

June 8-14. INTERPACK—Int'l Trade Fair for packaging machinery, packaging materials and confectionery machinery. DM. Triennial.

Aug. 18-24. HIFI—Int'l Trade Fair with Festival. DM. Biennial.

Sept. 27-Oct. 1. GLAS—Applications, machinery, equipment, int'l trade fair for industry, trade and handicraft. DM. Biennial.

Nov. 22-26. MEDICA—Int'l Congress and Trade Fair. Diagnostics, therapeutics, techniques. DM. Annual.

Essen

Sept. 11-15. SECURITY 78—3rd Int'l Security Exbn. with Congress. Essen Fairgrounds. AMGE Ausstellungs-und Messegesellschaft mbH., 43 Essen 1, Norberstr. 56. Biennial.

Frankfurt

Fairs are held at the Frankfurt Fairgrounds. The initials MA indicate a recurring fair organizer address: Messe-und Ausstellungs-GmbH, 6000 Frankfurt am Main 97, Postfach 970 126.

Jan. 11-15. Int'l Trade Fair for home textiles and household textiles. MA. Annual.

Feb. 26-March 2 and Aug. 27-30. Frankfurt Int'l Fair. MA. Semi-annual.

Feb. 26-March 2. Int'l Trade Fair for musical instruments. MA. Annual.

April 5-9. Int'l Fur Trade Fair. Frankfurter Rauchwarenmesse GmbH., Bettinaplatz 1, 6000 Frankfurter/M 1. Annual.

May 28-31 and Nov. 21-24. INTERSTOFF—Trade Fair for clothing textiles. MA. Semi-annual.

Sept. 23-27. AUTOMECHANIKA '78 — Int'l Trade Fair for equipment for motor car workshop and service stations, motor car spare parts and accessories. MA. Biennial.

Oct. 18-23. Frankfurt Book Fair. Ausstellung-und Messe-GmbH des Boersenvereins des Deutschen Buchhandels, Postfach 2404, 6000 Frankfurt/M 1. Annual.

Hamburg

Fairs are held at Hamburg Messe and Congress GmbH Fairgrounds. Write: Jungiustr. 18, 2000 Hamburg 36.

March 10-15. INTERNORGA—Int'l Fair for the hotel, catering and bakery trades. Annual.

Sept. 26-30. Exbn. and Congress—Ship, machinery and marine technology international. Biennial.

Oct. 19-29. 19th German Int'l Boat Show with EMTEC Trade Days. Annual.

Hanover

Write: Deutsche Messe-und Ausstellungs-AG, Messegelaende, 3000 Hanover 82.

April 19-27. Hanover Fair '78. Annual.

April 26-May 5. Int'l Aerospace Show. Biennial.

Munich

Fairs are held at the Munich Fairgrounds. The initials MA indicate a recurring fair organizer address: Muenchener Messe-und Ausstellungs-gesellschaft mbH, D-8000 Munich 12, Postfach 12 10 09.

Feb. 11-14. 5th Int'l Trade Fair for watches, clocks, jewelry, precious stones and silverware with their manufacturing equipment. MA. Annual.

Feb. 23-26. ISPO—Int'l Sports Equipment Fair. MA. Annual.

March 11-19. IHM—30th Int'l Light Industries and Handicrafts Fair. For small and medium-sized enterprises. GHM-Gesellschaft fuer Handwerks-ausstellungen und messen mbH, Postfach 120528, 8000 Muenchen 12. Annual.

April 2-6 and Oct. 1-5. MODE-WOCHE-MUENCHEN, Int'l Fashion Fair. MODE-WOCHE-MUENCHEN GmbH, Postfach 120927, 8000 Muenchen 12. Semi-annual.

April 18-22. ANALYTICA '78—Int'l exbn. for biochemical and instrumental analysis, with European Conference. MA. Biennial.

May 30-June 4. INTERFORST—3rd int'l exposition of the technology of forestry and forest industries. MA. Every 4 years.

June 5-10. IFAT—5th int'l sewage and refuse engineering exbn. MA. Triennial.

Sept. 15-20. IKOFA '78—12th int'l trade fair of the food industry. MA. Biennial.

Oct. 17-21. Goods and passenger transport systems—today and tomorrow. Int'l trade fair with meetings and discussion. MA. Every 4 years.

Nov. 9-15. ELECTRONICA 78—Int'l trade fair for components and assemblies in electronics. MA. Biennial.

Nuremberg

Fairs are held at Nuremberg Fair Center.

Feb. 9-15. Int'l Toy Fair, with special show of model construction kits and hobby crafts. Spielwarenmesse eG, Messezentrum, 8500 Nuremberg. Annual.

April 7-10. IWA 78—Int'l trade fair for hunting and sporting arms, items for hunt-

ing and fishing. Nuernberger Messe-und Ausstellungs-gesellschaft mbH, Messezentrum, 8500 Nuremberg. Annual.

Offenbach

Feb. 25-March 1 and Aug. 26-30. Int'l Leather Goods Fair. Offenbacher Messegesellschaft mbH, Postfach 32, 6050 Offenbach/M 1. Semi-annual.

Stuttgart

March 8-12. INTHERM 78—Int'l Trade Fair for Energy and Engineering. Stuttgarter Messe-und Ausstellungs GmbH, Postfach 990, 7000 Stuttgart 1. Biennial.

April 29-May 2. OPTICA 78—Int'l Fair for Ophthalmic Optics, with Congress. Stuttgarter Messe-und Ausstellungs-GmbH, Postfach 990, 7000 Stuttgart 1. Annual.

Sept. 13-17. DIY '78—do-it-yourself items. Stuttgarter Messe-und Ausstellungs-GmbH, Postfach 990, 7000 Stuttgart 1. Annual. Alternates between Stuttgart and Essen.

Greece

Athens

The initials HFC used below indicate a recurring fair organizer address: Hellenic Fashion Center, 50 Omirou St., Athens 135.

June 16-19 and Dec. 8-11. 8th and 9th Int'l Hellenic Fashion Fairs. Caravel Hotel. HFC. Semi-annual.

Nov. 13-19. INDEX 78. Mechanical equipment. Zappeion Bldg. Genor-A. G. Liakos Ltd., 55 Patr Ioakim St., Athens. Annual.

Piraeus

June 5-10. Posidonia Shipping Exbn. Port Passenger Terminal. Posidonia Exhibition Ltd., 10 Skoufou St., Athens 118. Biennial.

Thessaloniki

All events will be held at Thessaloniki Fairgrounds, write: Conseil Administrative de la Foire International de Thessaloniki, Thessaloniki.

April 14-19. DETROP. Foods, beverages and equipment. Annual.

May 26-31. MARMIN '78. Marble, minerals, building materials and machinery. Annual.

Sept. 10-24. 43rd Thessaloniki Fair. Annual.

Hong Kong

Jan. 21-27. 11th Hong Kong Ready-to-Wear Festival. Convention Center and Excelsior Hotel. Annual.

March 6-19. American Fortnight. Consumer products and building materials. Furama Hotel. Open to American firms or agents only.

April 26-28. Fashion Accessories Show. Excelsior Hotel.

Oct. 10-12. Hong Kong Toy & Gift Show. World Trade Center, Excelsior Hotel. Annual.

Oct. 20-26. INDEQUEX '78—industrial equipment exbn. Federation of Hong Kong Industries, 21 Ma Tau Wei Rd., Kowloon, Attn: Richard Liu.

Hungary

Budapest

Write: Budapest International Fair Centre, H-1441 Budapest, P.O. Box 44, telex 22-4188.

April 14-19. AGROMASEXPO. Int'l exbn. of agricultural and food machinery and instruments.

April 14-19. CONSTRUMA. Int'l building industry exbn.

May 17-25 and Sept. 22-Oct. 1. Budapest Int'l Spring Fair and Autumn Fair. Semi-annual.

Sept. 22-Oct. 1. HOVENIA—Int'l exbn. of trade and catering industry equipment.

Oct. 25-29. BUDAIRANSPACK—int'l packaging and material handling exbn.

Oct. 25-29. Trademark exbn.

India

Bombay

Jan. 18-25. CHEM-TECH '78. Chemical and engineering industry. President, CHEM-TECH '78 Secretariat, Taj Bldg., Dr. D.N. Rd., Bombay.

Madras

Jan. 31-Feb. 6. Int'l Leather Fair. Sophisticated leather, footwear machinery, leather goods. Indian Leather Fair Society, Care Central Leather Research Institute, Adyar, Madras 20.

New Delhi

Feb. 11-20. 3rd New Delhi World Book Int'l Fair. National Book Trust, A-3 Green Park, New Delhi 16.

Indonesia

Jakarta

March 27-April 4. Hospital and Medical Equipment Fair. Lustrum Committee, Jakarta Metropolitan Hospital Assn., P.O. Box 2528. One time only.

Oct. 16-28. Eighth World Forestry Congress. Jakarta Fair Directorate General of Forestry, Jalan Salemba Raya 16, Jakarta Pusat, tel.: 881568, 882795. Quadrennial.

Iran

Tehran

All events will be held at the Tehran Fairgrounds. Iran International Fairs & Exhibitions Corp., P.O. Box 33-32, Tajrish.

April 29-May 6. Construction, furniture and interior decoration fair.

June 10-17. Medical equipment fair.

June 10-17. Int'l educational and training equipment fair.

Sept. 19-Oct. 1. 1st Afro-Asian small industry int'l fair.

Nov. 23-Dec. 9. Int'l art exbn.

Iraq

Baghdad

Oct. 1-15. Baghdad Int'l Fair.

Israel

Tel Aviv

All events held at Tel Aviv Fair Grounds.

March 13-17. DIDACTA. Educational technology, school supplies, games. Irregular.

March 13-17. MUNEX. Municipal engineering—public works, traffic control, firefighting, ecology. Irregular.

April 10-15. ISPRINT '78. Printing and typesetting machines, bookbinding, graphics. Biennial.

May 1-6. Int'l Art Fair. Painting, sculpture, prints. Irregular.

May 18-June 3. Modern Living '78. Durable consumer goods. Annual.

Sept. 25-28. ISPACK '78. Packaging machinery equipment and supplies. Biennial.

Sept. 25-28. TIM '78. Office machinery and supplies. Biennial.

Italy

Bari

March. II Modalevante (women's, men's and children's apparel show). Ente Autonomo Fiera Del Levante, 70100, Bari.

April 1-9. VII Export Levante—Fiera Internazionale Dello Sport E Del Tempo Libero. Ente Autonomo "Fiera Del Levante," Lungomare Starita, 70100 Bari. Annual.

May 31-July 5. MOBILEVANTE—Int'l Fair of furniture and interior decoration. Address same as above. Annual.

Sept. 8-18. Fiera Del Levante. Int'l Samples Fair. Address same as above. Annual.

Bologna

For Bologna fairs contact: Angelo Nicoletti, President, Ente Autonomo Per Le Fiere Di Bologna, Piazza Costituzione 6, 40128 Bologna. Tel.: 051-503050.

Feb. 11-14 & Sept. 9-12. Modamaglia-Modaintima (knitwear-underwear). Semi-annual.

March 4-8. Modacalzatura (footwear fashion). Leathers and designers. Annual.

April 1-4. Fiera Del Libro Per Ragazzi (children's book fair). Int'l exbn. of educational publishing. Annual.

April 6-9. Sic-Salone Internazionale Del Caffee'. Imported coffee; processing and storaging equipment.

April 21-25. COSMOPROF (Int'l cosmetics and perfumery). Annual.

May 11-14. SIMAC—Preselection of Italian fashion machinery and materials for shoe manufacturers and tanneries.

June 1-11. Fiera Internazionale Di Bologna (Int'l trade fair of Bologna).

June 1-11. SIA—Salone Internazionale Alimentazione (food products exhibition). Annual.

Oct. 7-15. SAIE—Salone Internazionale Industrializzazione Edilizia (int'l exhibition of building industrialization). Annual.

Nov. 8-12. EIMA—Esposizione Internazionale Macchine Per L'Agricoltura (int'l exhibition of agricultural and farm machinery). Annual.

Cagliari

April 29-May 11. Fiera Campionazia Della Sardegna (Sardinia sample fair). Ente Fiera Internazionale Della Sardegna, Viale diaz, 09100 Cagliari.

Florence

Jan. 29-31 and Sept. 2-5. Pitti Bimbo. Children's fashion wear. Palazzo Degli Affari. Contact: Franco Tancredi, Centro Di Firenze Per La Moda Italiana, Via Faenza 109, 50123 Florence. Tel. 055/219331. Semi-annual. In conjunction with: CASUAL (casual wear), Fortezza Da Basso, Florence.

Feb. 4-12. INTERCARAVAN-TURISPORT—Int'l caravaning show and tourist sport. Fortezza Da Basso, Gino Bindi, Mgr., Mostra Dell'Artigianato, Piazza Liberta', 50129 Florence. Tel: 055/576841.

Feb. 5-8. MAIT—knitwear. Palazzo Degli Affari. See above. Annual.

Feb. 10-13 and Sept. 15-18. Pitti Uomo. Men's Fashion Wear. Palazzo Degli Affari. See above. Semi-annual.

April 1-4. SELE-PEL. Int'l exbn. of ladies' leather handbags and leather flat goods. Fortezza Da Basso, Dr. Giannozzi, Campionaria Di Firenze, Via Valfonda 9, 50123 Florence. Tel: 055/282792.

April 1-4. Pitti Donna. Ladies' fashion wear and accessories. Palazzo Degli Affari, Palazzo Congressi and Fortezza Da Basso and Hotel Baglioni. Franco Tancredi, Centro Di Firenze Per La Moda Italiana, Via Faenza 109, 50123 Florence. Tel: 055/219331.

April 15-18. AUREA TRADE. Specialized exbn. of goldsmiths handicraft. Palazzo Degli Affari. Manifestazione Orafe Italiane, Via Tornabuoni 15, 50123 Florence. Tel: 055/262606. Annual.

April 22-May 4. 42nd Int'l Arts and Craft Exbn. Annual. Gino Bindi, Manager, Mostra Dell'Artigianato, 50129 Florence. Tel: 055/576841. Fortezza Da Basso, Campionaria Di Firenze.

Sept. 2-5. 18th exbn. of footwear, handbags, leather goods, leather clothing and accessories. Annual. Dr. Cesare Giannozzi, Executive Manager, Campionaria Di Firenze, Via Valfonda 9, 50123 Florence. Tel: 055/282792.

Oct. 28-Nov. 5. Mostra Del Mobile-Esposizione RAI/TV. Trade expo and market of home furniture, and exhibition of electronic consumer products such as tv, radio, phonographs, etc. Annual. Gino Bindi, Manager, Mostra Dell'Artigianato, 50129 Florence. Tel: 055/576841.

Nov. 4-6. Preselezione Italiana Moda—Int'l shoe and leather industry supplies and accessories. Dr. Giannozzi, Via Valfonda 9, Florence.

Genoa

For exhibitions in Genoa contact: Fiera Internazionale Di Genova, Piazzale J.F. Kennedy, 16129 Genoa.

March 10-19. Primavera '78. 9th int'l novelty-gift fair; 9th world trade and holiday show; 17th Int'l caravan-camping exbn.; 5th exbn. of mini-apartments; 4th show and competition "A Hobby For Everybody."

May 8-14. 2nd Italian Naval Show (military equipment).

Sept. 29-Oct. 2. 2nd "DETERGO"—exbn. for equipment, services, products and accessories for laundry, dry-cleaning and ironing.

Oct. 20-30. 18th Int'l Boat Show. 8th SIAS—int'l underwater equipment exbn.

Nov. 18-26. TECNOHOTEL-BIBE '78. 15th TECNOHOTEL—int'l exbn. of hotel equipment and promotion of tourism. 9th BIBE—int'l exbn. of wines, liquors, and other beverages.

Messina

Aug. 5-20. Int'l Samples Fair. Fiera Campionaria Internazionale. Ente Autonomo Fiera Di Messina, Viale Della Liberta', 98100 Messina.

Milan

Jan. 13-17. Int'l Leather Goods Market. Mercato Internazionale Della Pelletteria Mipel, Via Leopardi 14, Milano.

Jan. 27-Feb. 2. Int'l Toy Show, Salone Internazionale Del Giocattolo, Via Petitti 16, Milano. Annual.

Jan. 26-30. CART—Int'l stationery show. Via Monferrato 10, Milano. Annual.

Feb. 9-13. INTEL '78, Int'l electronics exbn. Esposizione Internazionale Elettronicaanie, Via Luciano Manara 1, Milano. Annual.

Feb. 10-14 and Sept. 7-11. MACEF—Int'l exbn. of houseware, glassware, ceramics, silverware, giftware, hardware and tools. VIP-Macef. Mostra Mercato Internazionale Degli Articoli Casalinghi, Cristallerie, Ceramiche, Argenterie, Articoli Da Regalo, Articoli Da Giardinaggio, Ferramenta E Utensilerie-VIP Macef, Via Solferino 25, 20121 Milano. Semi-annual.

March 1-7. Int'l heating, air conditioning, refrigeration, plumbing and sanitary equipment exhibition and convention. Mostra Convegno Internazionale Riscaldamento, Condizionamento, Refrigerazione, Idrosanitaria. Annual.

March 3-6. EUROCUCINA—Int'l kitchen furniture show. Corso Magenta 96, 20123 Milano.

March 4-7. Mias Int'l Sporting Goods Show Assosport Mercato Internazionale Dell'Articolo Sportivo, Via Petitti 16, Milano.

March 29-April 2. Comis-Pel Int'l Furs Show. Comis, Salone Internazionale Della Pellicceria, Via Boccaccio 7 Milano. Annual.

April 14-23. Int'l Samples Fair, LVI, Fiera Di Milano-Campionaria Internazionele, Ente Autonomo Fiera Di Milano, Via Domodossola 1, 20145 Milano. Annual.

May 6-9. MIDO—Int'l optics, opthometry and opthalmology exbn. VIII Mostra Internazionale Di Ottica Optometria. Anfao, Via Petitti 16, Milano. Annual.

May 13-20. INTERBIMALL — Int'l show — woodworking machinery. Mostra Internazionale Macchine Lavorazione Del Legno. Via Varesina 76, 20156 Milano.

May 13-20. SASMIL — Wooden furniture semimanufacturers and finishing equipment. Sasmil, Corso Magenta 8, Milano.

May 19-23. Star int'l carpets and furnishing fabrics show. Salone Internazionale Del Tappeto E Del Tessile D'Abbigliamento. Star, Viale Monza 128, Milano. Annual.

Sept. 7-11. SIM int'l music and high fidelity show. Salone Internazionale Della Musica E High Fidelity, Via Vitruvio 38, Milano. Annual.

Sept. 7-11. CHI-BI-D' AUTUNNO. Int'l knicknacks, costume jewelry and giftware show. Chi-Bi-Car, Via Monferrato 10, Milano. Salone Internazionale Della Chincaglieria, Bigiotteria, Cartoleria E Articoli Regalo.

Sept. 10-14. MICAM—Int'l footwear and allied products show. Salone Internazionale Delle Calzature, Delle Concerie, Degli Articoli Per Calzature E Degli Accessori Per L'Industria Calzaturiera E. Conciaria. A.N.C.I., Via Dogana 1, Milano.

Sept. 21-26. SMAU '78—Int'l office machinery, furniture and equipment show. Salone Internazionale Macchine Mobile E Attrezzature Per Ufficio. SMAU, Corso Venezia 47/43, Milano. Annual.

Oct. 10-14. SECURINT—Int'l exbn. of laborer safety equipment. Mostra Internazionale Per La Sicurezza Del Lavoro-Comis, Via Bocaccio 7, 20123 Milano.

Oct. 11-15. RIC-MAC '78—Int'l chemical show. Mostra Internazionale Delle Apparecchiature Chimiche E Per Analisi, Mac, Via Tiziano 19, Milano. Annual.

Oct. 20-29. EXPO CT '78—Int'l show of commerce and tourism facilities and equipment. Esposizione Internazionale Delle Attrezzature Per Il Commercio E Turismo. Ente Manifestazioni Commercio E Turismo Della Provincia Di Milano, Via Boschetti 1, Milano. Annual.

Oct. 20-29. SIPRAL—Int'l food products show. Ente Manifestazioni Commercio E Turismo Della Provincia Di Milano, Via Boschetti 1, Milano. Annual. MIPAN—Int'l show of bakery products and equipment. Address same as above.

Oct. 22-24. INTERSAN—Int'l show of orthopedic, sanitary surgical, physicelectromedical, corsetry and infant's sanitary items. VII INTERSAN, Via Nirone 2/A, Milano.

Oct. 31-Nov. 4. ANTINQUINAMENTO '78—Int'l exbn. of antipollution equipment, machinery and technologies. Comis, Via Boccaccio 7, 20123 Milano.

Nov. 21-25. BIAS-Int'l automation and instruments show. Biennale Internazionale Automozione E Strumentazione-Fast, Piazzale Morandi 2, 20121 Milano.

Naples

For Naples fairs, write: Ente Autonomo "Mostra Dell'Oltremare," Piacca Vincenzo Tecchio, 80125 Naples.

Jan. 14-18. Salone Internazionale Nautica Italiana—Int'l show of Italian boat industry.

Jan. 28-Feb. 5. EXPOSUD HOTEL—Int'l hotel and allied tourist industry equipment exhibition. Annual. Includes following specialized events: Catering (Int'l show of food processing equipment and services for hotels, restaurants and institutions), annual; SIVEL (Int'l show of wines and liquors). Annual.

April 1-4 and Sept. 16-19. SUDPEL—Int'l leather goods fair. Semi-annual.

April 22-May 1. Nautica Sud-Boat show.

May 26-June 30. SIR—Int'l watch and jewelry exbn., annual, and SIOGO—Int'l watch and jewelry exbn., annual.

June 21-July 2. Int'l housing fair, interior decoration, clothing, food. Fiera Internazionale Della Case. Annual. Includes: TECNEDIL (building construction); SIRTE—radio, TV, electrical household appliances.

Oct. 27-30. SIFUC—Exbn. of hardware, tools, paints and varnishes. Salone Della Ferramenta, Utensileria E Colori. Combined with: IMMAGTRA-Salone Imballaggio, Immagazzionaggio E Transporto—Packaging, storaging and transportation.

December. 1st Interarte E Mostra Marcato Arte—Int'l art show. 1st Interlibro—Int'l book show.

Padua

Feb. 17-19 and Sept. 8-10. Flower techniques and hobby show—Festa Dei Fiori. Ente Autonomo Fiera Di Padova, Via M. Tommaseo 59, Padova. Semi-annual.

April 16-20. SEP-POLLUTION—Int'l antipollution show. Mostra Internazionale Dei Servizi Pubblici Contro L'Inquinamento, Ente Autonomo Fiera Di Padova. Address same as above.

May 24-June 4. Int'l samples fair, Campionnaria Internazionale. Ente Autonomo Fiera Di Padova. Address as above.

Palermo

May 27-June 11. Int'l samples fair—XXIII Fiera Del Mediterraneo. Ente Autonomo "Fiera Del Mediterraneo," Piazza Generale Cascino, 90142 Palermo. Annual. Includes solar energy exhibition.

Parma

Sept. 25-Oct. 1. Int'l preserved food industries show—Mostra Internazionale Delle Industrie Per Le Conserve Alimentari, Giardino Ducale, Parma. Biennial.

Piacenza

April 22-25. SIBA—Int'l show of buttons, raw materials, machinery and allied products. Ente Autonomo Mostre Piacentine, Piazza Cavalli 35, Piacenza. Annual.

Rimini (Forli')

For exhibitions in Rimini contact: Ente Autonomo Fiere Di Rimini, Via Della Diera 23, 47037 Rimini (Forli'). Tel: 05441/773553.

Feb. 14-21. Mostra Mercato Alimentazione Alberghiera (Int'l hotel catering exhibition and mart). Annual.

Oct. 7-15. TECNARGILLA. Technical exbn. of machinery for the ceramic, brick and tile manufacturing industries.

Dec. 1-10. Salone Internazionale Attrezzature Alberghiere (int'l expo of hotel equipment and furniture). Annual.

Rome

March 10-19. Int'l electronic, nuclear, television, radio and motion picture exhibition. Rassegna Internazionale Elettronica, Via Crescenzio 9, 00193 Rome. Annual.

May 27-June 11. Fiera Di Roma (samples fair). Fiera Di Roma, Via Savoia 78, 00198 Rome.

Trieste

June 10-19. Int'l samples fair, Campionaria Internazionale. Ente Autonomo Fiera Di Treste, Piazzale A. De Gasperi 1, Trieste. Annual.

Turin

Feb. 23-March 6. EXPO-VACANZE—Int'l vacation and travel show. Salone Internazionale Delle Vacanze E Del Turismo, Corso Massimo D'Azeglio 15, 10126 Turin. Annual.

April 20-May 1. Salone Internazionale Dell' Automobile—Int'l automobile exhibition. U.I.C.A., Corso Galileo Ferraris 61, 10128 Turin.

May 13-17. MIAD-Third Int'l Confectionery show. (Products, raw materials and processing equipment). Terza Mostra Internazionale Di Alimentazione Dolciaria, Corso Massimo D'Azeglio 15, 10126 Turin. Annual.

Sept. 12-18. CARAVAN EUROPA '78—Third Int'l exbn. of trailers and accessories. Salone Professionale Internazionale Caravan E Accessori, Corso Massimo D'Azeglio 15, Turin. Annual.

Oct. 25-31. TECNICA '78—Int'l technical show. Salone Internazionale Della Tecnica E Della Motagna, Corso Massimo D'Azeglio 15, Turin 10126. Annual.

Sept. 30-Oct. 8. MOTAGNA '78—Int'l mountain show. Sponsor same as above. Annual.

Oct. 25-29. INTERPAMEX—Int'l paper industry equipment and materials show. Mostra Convegno Internazionale Di Materiali E Macchine Per L'Industria Cartaria, Torino Esposizione S.P.A., Corso Massimo D'Azeglio 15, 10126 Turin.

Verona

Feb. 5-12. SAMOTER—Int'l earth moving and building and construction machinery exhibition, Salone Internazionale Macchine Per Movimento Di Terra. Ente Autonomo Her Le Fiere Di Verona, Piazzale Delle Fiere, Verona. Annual.

March 12-19. Fiera Internazionale Per L'Agricoltura E La Zootecnia. (Int'l agricultural and livestock fair and farm machinery exhibition). Ente Autonomo Per Le Fiere Di Verona. Address same as above. Annual.

Sept. 27-Oct. 1. EUROCARNE—Int'l show of technology for meat processing, preserving and distribution. Salone Internazionale Delle Tecnologie Per La Lavorazione, Conservazione E Distribuzione Delle Carni. Ente Autonomo Per Le Fiere Di Verona. Same address as above. Annual.

Vicenza

Jan. 15-22 and June 4-11. Int'l show of goldsmith's products, jewelry and silverware. Mostra Internazionale Dell'Ore-Ficeria-Gioielleria E Argenteria. Ente Fiera Di Vicenza, Viale Degli Scaligeri, Vicenza. Semi-annual.

Feb. 3-6. Int'l ceramics, chinaware and glassware show. Salone Internazionale Della Ceramica, Della Porcellana E Del Vetro. Ente Fiera Di Vicenza. Address as above. Annual.

Sept. 30-Oct. 4. Int'l show of gemmology, mineralogy, paleontology, gemmological instruments, machinery and equipment for precious stones. Ente Fiera Di Vicenza. Address same as above. Annual.

Japan

Fukuoka

May 18-22. 18th Western Japan General Machinery Show. Nishi Nihon Sogo Tenjijo. Kyushu Industrial Management Assn., Chamber of Commerce and Industry Bldg., 2-9-28 Hakata-ekimae, Hakata-ku, Fukuoka. Annual.

October (1st week, 4 days). 23rd Kyushu Business Show. Kyushu Memorial Gymnasium. Fukuoka Business Machine Industry Assn., Jimuki Bldg. 1-2-15 Hakataeki Minami, Hakata-ku, Fukuoka. Annual.

Oct. 19-22. 21st Kyushu General Packaging Show. Kyushu Memorial Gymnasium. Nippon K.K. Kasen Bldg., 1-17 Minami-Hommachi, Higashi-ku, Osaka. Annual.

November (4 days). 3rd Medical Fair. Nishi Nihon Sogo Tenjijo. Koyaku K.K., 2250-1 Hinokuchi, Sone, Kokura-Minami-ku, Kita-kyushu City. Annual.

Nagoya

All shows held at Nagoya Fukiage Hall.

May 25-29. 1978 Int'l Metalworking Machines Exbn. The Industrial News, 21 Izumi 2-chome, Higashi-ku, Nagoya. Annual.

June 14-17. Business Machine Show. Chubu Office Mechanization Assn., Chukei Bldg., 4-12 Meieki 4-chome, Nakamura-ku, Nagoya. Annual.

June 14-17. 13th Chubu Material Handling Equipment Show. Nagoya Transportation Mechanization Assn., 9-2 Hiokidori, Nakamura-ku, Nagoya. Annual.

Oct. 6-11. 1978 Japan Machinery Fair, and 1978 Japan Pollution Control Equipment Fair. Nagoya Trade Fair Assn., Nagoya Fukiage Hall, 18 Umahashiri, Chikusa-cho, Chikusa-ku, Nagoya. Annual.

November. Chubu Electronics Show. Chubu Electronics Shinkokai, 3-24 Rokubancho, Atsuta-ku, Nagoya. Annual.

Osaka

All shows held at Minato Fairgrounds.

Feb. 22-24. Office Computer & Peripheral and Terminal Equipment Exbn. Nippon Office Management Assn., Osaka Office, Osaka Science Museum, 1-118 Utsubo, Nishi-ku, Osaka. Annual.

April 19-30. Osaka Int'l Trade Fair '78. Osaka International Trade Fair Commission, c/o International Hotel, 58 Hashizume-cho, Uchi-Hommachi, Higashi-ku, Osaka. Biennial.

Sept. 21-24. Japan Graphic Arts' Show (JAGS '78). Insatsu Kizai Dantai Kyogikai, c/o Insatsu-no-Sekaisha, 1-7 Awajicho, Higashi-ku, Osaka. Annual.

Oct. 3-6. 1978 Osaka Business Fair. Kansai Office Machine Assn., 2-17 Nakadori, Awazawa, Nishi-ku, Osaka. Annual.

Oct. 27-Nov. 7. 9th Japan Int'l Machine Tool Fair. Osaka International Trade Fair Commission, 58 Hashizumecho, Uchi-Hommachi, Higashi-ku, Osaka. Biennial.

Nov. 14-18. Osaka Int'l Anti-Pollution Exbn. The Nihon Kogyo Shimbun Co., 27 Umeda-cho, Kita-ku, Osaka. Annual.

Nov. 14-18. 1978 Osaka Sewerage Industry Exbn. The Nihon Kogyo Shimbun Co., 27 Umeda-cho, Kita-ku, Osaka. Annual.

Nov. 14-18. Resources Recycling Technology Exbn. The Nihon Kogyo Shimbun Co., 27 Umeda-cho, Kita-ku, Osaka. Annual.

Tokyo

Except where noted, events are held at Tokyo International Trade Fair Grounds.

Jan. 24-25 and July 25-26. 54th Tokyo Fashion Fair. Tokyo Industrial Center, Ohtemachi Hall. Tokyo Fashion Union, Kiseifuku Kaikan, 2-4-9 Iwamoto-cho, Chiyoda-ku, Tokyo. Semi-annual.

Jan. 25-28. INTERNEPCON Japan '78. I.S.C.M., Japan Branch (Industrial & Scientific Conference Management, Inc.), Kokado Bldg., 1-3-18 Akasaka, Minato-ku, Tokyo. Annual.

March 1-7. '78 Japan Shop (7th Shop System Show). Nihon Keizai Shimbun-sha, 1-9-5 Ohtemachi, Chiyoda-ku, Tokyo. Annual.

March 1-4. 12th Self-Service Fair. Tokyo Oroshiuri Center, Gotanda. Japan Self-Service Assn., 7-22-17, Nishi-Gotanda, Shinagawa-ku, Tokyo. Annual.

March 13-17. '78 Int'l Hotel & Restaurant Show. Japan Management Assn., 3-1-22 Shiba Koen, Minato-ku, Tokyo. Annual.

March 17-21. 17th Tokyo Int'l Boat Show. Japan Boating Industry Assn., Asano Bldg., 2-5-1 Ginza, Chuo-ku, Tokyo. Annual.

March 20-24. Industrial Material Engineering Show. Tokyo Industrial Center, Ohtemachi Hall. The Industrial Daily News, 1-9-10 Kudan-Kita, Chiyoda-ku, Tokyo. Annual.

March 27-31. '78 Tokyo Int'l Anti-Pollution Exbn. The Nihon Kogyo Shimbun Co., 1-7-2 Ohtemachi, Chiyoda-ku, Tokyo. Annual.

March 27-31. '78 Japan Resources Recycling Exbn. The Nihon Kogyo Shimbun Co., 1-7-2 Ohtemachi, Chiyoda-ku, Tokyo. Annual.

March 27-31. '78 Sewerage Industry Exbn. The Nihon Kogyo Shimbun Co., 1-7-2 Ohtemachi, Chiyoda-ku, Tokyo. Annual.

March 27-31. Security & Safety Exbn. The Nihon Kogyo Shimbun Co., Ltd., 1-7-2 Ohtemachi, Chiyoda-ku, Tokyo. Annual.

April 14-17. 6th Int'l Spring-Making Machinery Show. The Spring Industry News, c/o The Metal Industry News, 3-23-6 Nishi-Shimbashi, Minato-ku, Tokyo. Biennial.

April 21-23. '78 Japan Camping & Recreational Vehicles Show. Meiji Shrine Art Gallery's Plaza. Japan Auto Camping Federation, New Ueno Bldg., 1-24 Yotsuya, Shinjuku-ku, Tokyo. Annual.

April 26-May 5. 5th Tokyo Int'l Good Living Show (Housing Industry Exbn.). Tokyo International Trade Fair Commission, 4-7-24 Marumi, Chuo-ku, Tokyo. Biennial.

May 11-12. 42nd Tokyo Int'l Sporting Goods Fair. Tokyo Sporting Goods Wholesalers Assn., 5-8-6 Asakusabashi, Taito-ku, Tokyo. Semi-annual.

May 16-19. 53rd Business Show. Nippon Office Management Assn., Seikyo Kaikan, 4-1-13 Sendagaya, Shibuya-ku, Tokyo. Annual.

May 17-19. 15th All Japan Optical Measuring Instruments Fair. Tokyo Science Museum. Japan Optical Measuring Instruments Manufacturers' Assn., Kikai Shinko Kaikan, 3-5-8 Shiba Koen, Minato-ku, Tokyo. Annual.

May 18-20. Micro Computer Show '78. Tokyo Ryutsu Center, Heiwajima. Japan Electronic Industry Development Assn., c/o Kikai Shinko Kaikan, 3-5-8 Shiba Koen, Minato-ku, Tokyo. Annual.

June 2-5. '78 Auto Accessories Show. The Nihon Kogyo Shimbun Co., Ltd., 1-7-2 Ohtemachi, Chiyoda-ku, Tokyo. Annual.

June 13-17. '78 Int'l Mechanical Handling Exbn. Japan Management Assn., Kyoritsu Bldg., 3-1-22 Shiba Koen, Minato-ku, Tokyo. Annual.

early September. '78 Tokyo Int'l Toy Show. Japan International Toy Fair Assn., 3-14-11 Kotobuki, Taito-ku. Annual.

September (3 days). '78 Non-Destructive Testing Show of Japan. Tokyo Science Museum. Sanpo Publishing Inc., 1-10-7 Hamamatsu-cho, Minato-ku. Biennial.

Sept. 16-20. TOKYO PACK 78. Japan Packaging Machinery Mfrs. Assn., Dai-Ni Nan-Oh Bldg., 2-20-1 Nishi Shimbashi, Minato-ku. Biennial.

Sept. 25-30. 5th Int'l Ocean Development Exbn. International Ocean Development Conference, c/o Japan Management Assn., 3-1-22 Shiba Koen, Minato-ku, Tokyo. Biennial.

Sept. 26-30. HEATEX & BUILDEX JAPAN '78. Japan Management Assn., Kyoritsu Bldg., 3-1-22 Shiba Koen, Minato-ku, Tokyo. Annual.

Oct. 4-6. The 8th Measuring Instruments Exbn. Tokyo Science Museum, Japan Measuring Instruments Federation, 25-1 Nando-cho, Shinjuku-ku, Tokyo. Biennial.

Oct. 5-7. Japan Educational Materials Exbn. Tokyo Oroshiuri Center, Gotanda. Japan Assn. of Manufacturers & Distributors of Educational Materials, c/o Eikyo Kaikan, 26 Shiba Nishikubo-Sakuragawa-cho, Minato-ku, Tokyo. Annual.

October (1st week). Data Show '78. Tokyo Ryutsu Center, Heiwajima. Japan Electronic Industry Development Assn., c/o Kikai Shinko Kaikan, 3-5-8 Shiba Koen, Minato-ku, Tokyo. Annual.

Oct. 6-11. Japan Electronics Show '78. Japan Electronics Show Assn., c/o No. 24 Mori Bldg., 3-23-5 Nishi-Shimbashi, Minato-ku, Tokyo. (Site alternates with Osaka.) Annual.

Oct. 17-21. 17th All Japan Scientific Instruments Show. The Nihon Kogyo Shimbun Co., Ltd., 1-7-2 Ohtemachi, Chiyoda-ku, Tokyo. Biennial.

Oct. 18-20. 13th Exbn. and Conference of New Electrical Insulating Materials. Tokyo Industrial Center, Ohtemachi Hall. Japan Electrical Insulation Materials Industrial Assn., Iwao Bldg., 21 Shiba-Nishikubo-Sakuragawa-cho, Minato-ku, Tokyo. Annual.

late October (3 days). 1978 Japan Broadcast Equipment Exbn. Tokyo Science Museum. Japan Electronics Show Assn., No. 24 Mori Bldg., 2-23-5 Nishi-Shimbashi, Minato-ku, Tokyo. Annual.

early November (3 days). Micro Systems Show '78. Tokyo Oroshiuri Center, Gotanda, or Tokyo Ryutsu Center, Heiwajima. Japan Microphotography Assn., c/o Kudo Bldg., 3-5 Kanda-Kajicho, Chiyoda-ku, Tokyo. Annual.

Nov. 17-23. JAPANPLAS 78 Tokyo (7th Plastics and Rubber Fair). JAPANPLAS Fair Assn., Kokko Bldg., 2-11-19 Ginza, Chuo-ku, Tokyo. Biennial.

Nov. 20-24. Tokyo Int'l Metalworking Machines Exbn., and Tokyo Metalforming Machines Exbn. The Industrial Daily News, 1-8-10 Kudan-Kita, Chiyoda-ku, Tokyo. Annual.

Korea

Seoul

April 7-May 12 and Oct. 7-Nov. 12. Spring and Autumn Korea Trade Shows. Exhibition Hall of the Korean Society for the Advancement of the Machine Industry (KOSAMI), Yoido, Seoul. Write Korea Trade Promotion Corp. (KOTRA), 10-1, 2-KA, Hwehun-Dong, Chung-Ku, Seoul 100.

June-July. Korea Machinery Exbn. Kosami Exhibition Hall. Korean Society for the Advancement of the Machine Industry, 1-643, Yoido, Seoul.

October. 9th Korea Electronics Show. Kosami Exhibition Hall. Fine Instruments Center of Korea, Gurodaniji P.O. 9/27, Yungdeungpo-Ku, Seoul 150 (New York office is Room 636, Korea Center, 460 Park Ave., New York, N.Y. 10022, tel. 212-935-1223/5).

Libya

Tripoli

March 1-20. Tripoli Int'l Fair. Int'l Fair Grounds. Saleh Al-Azzabi, Chmn., General Authority for Tourism and Fairs, Secretariat of Trade, P.O. Box 891. Annual.

Luxembourg

Write: Société des Foires Internationales de Luxembourg SA., BP 110, Luxembourg.

May 20-28. 32nd (Spring) Int'l Fair. Kirchberg. Food products. beverages, household goods, leisure equipment. Annual.

Oct. 7-15. 33rd (Autumn) Int'l Fair. Kirchberg. Home and office furnishings and furniture, industrial equipment. Annual.

Malaysia

Kuala Lumpur

May (tentative). Gracious Living Exbn. Conference Management Services Sdn. Bhd., 101-C Jalan Ampang, Kuala Lumpur.

Malta

Naxxar

July 1-15. 22nd Malta Int'l Fair. Naxxar Fairgrounds. Malta Trade Fair Corp., Fairgrounds, Naxxar. Annual.

Mexico

Feb. 9-March 13. Home Fair. Sports Palace.

April or May. Educational Material Exbn. Sports Palace.

Netherlands

Amsterdam

The initials RAI indicate a recurring fair organizer address: R.A.I. Gebouw B.V., 8 Europaplein, Amsterdam.

Jan. 9-12. HORECAVA '78—Int'l hotel, restaurant and institutional equipment exbn. RAI. Annual.

Jan. 23-28. LANDBOUW RAI '78—Int'l farming machinery exbn. RAI. Biennial.

Feb. 9-18. BEDRIJFSAUTO RAI '78—Int'l commercial motor show. RAI. Biennial.

March 11-19. HISWA '78—Int'l boat show. RAI. Annual.

April 7-16. HUISHOUDBEURS—Int'l household fair. Eurofair B.V., 94 Gerrit van der Veenstraat, Amsterdam. Annual.

April 18-20. INTERTRAFFIC—Congress and trade fair on traffic engineering. RAI. Biennial.

April 18-21. INDEX '78—Int'l trade fair and congress for the nonwoven and disposables industries. RAI.

April 25-29. SANITAR HYGIENE '78—Exbn. on plumbing, swimming pools, water supply and plumbing tools. Intradex B.V., 111 Hoogstraat, Rotterdam. Biennial.

May 23-26. PETROTECH '78—Int'l exbn. for the oil and natural gas industries. RAI. Biennial.

Sept. 1-10. FIRATO '78—Int'l radio and TV exbn. RAI. Biennial.

Sept. 19-23. AQUATECH '78—Int'l exbn. on treatment, storage, transport and usage of water. Europort Tentoonstellingen N.V., 44 Waalhaven ZZ, Rotterdam. Biennial.

Oct. 10-18. EFFICIENCY '78—Office machines and equipment Exbn. RAI. Biennial.

Oct. 30-Nov. 3—FIAREX '78—Int'l industrial electronics trade fair. RAI. Biennial.

Nov. 14-18. EUROPORT '78—Int'l maritime exbn. Europort Tentoonstellingen N.V., 44 Waalhaven ZZ, Rotterdam. Annual.

Dec. 9-17. CARAVAN RAI '78—Int'l caravan show. RAI. Annual.

Rotterdam

Oct. 17-21. Lumber, lumber products and lumber processing equipment. Intradex, 111 Hoogstraat, Rotterdam. Annual.

Utrecht

The initials RNIF indicate a recurring fair organizer address: Royal Netherlands Industries Fair (RNIF), Jaarbeursplein, Utrecht.

Jan. 22-29. KARWEI—Do-it-yourself exbn. RNIF. Annual.

Jan. 22-29. KREATIEF—Exbn. of material and equipment for leisure activities. RNIF. Annual.

Jan. 23-29. VAKANTIE '78—Holiday exbn. RNIF. Annual.

Feb. 13-17. ROKA—Int'l food exbn. RNIF. Biennial.

March 5-9. Spring Fair—Consumer goods. RNIF. Annual.

March 6-11. VKL, VAKBEURS VENTILATIE & VERWARMING—Int'l heating, refrigeration and airconditioning exbn. RNIF. Biennial.

April 17-22. TECHNOBEURS—Exbn. of machinery and products of metal and woodworking industries. RNIF. Quadrennial.

April 17-22. VAT '78—Exbn. for the subcontracting industries. RNIF. Biennial.

May 8-12. TECH-TRANSFAIR—Int'l fair for technology transfer. RNIF. Biennial.

Sept. 3-7. Autumn Fair—Consumer goods. RNIF. Annual.

Sept. 12-16. AFBOUW—Floor, wall and ceiling finishing products exbn. RNIF. Triennial.

Sept. 17-22. INTERDECOR—Exbn. of floor-covering, home and household textiles. RNIF. Annual.

Oct. 9-14. ELEKTRO TECHNIEK—Exbn. of equipment, apparatus and materials for product transportation, and distribution of electricity control systems, control engineering and installation. RNIF. Biennial.

Oct. 30-Nov. 4. MACHEVO/MILEU—Int'l process engineering exbn., environmental control techniques. RNIF. Triennial.

New Zealand

Auckland

March 16-28. New Zealand Easter Show. Auckland Showgrounds. Annual.

Sept. 22-Oct. 1. Auckland Boat Show. Auckland Showgrounds. Annual.

Hamilton

Write: New Zealand National Fieldays Society, Inc., Private Bag, Hamilton.

June 15-17. 10th New Zealand Agricultural Field Days. Agricultural Equipment and materials. Fieldays Arena. Annual.

Oct. 13-14. 4th New Zealand Transport Fieldays. All transport modes, wheels, water and wings. Fieldays Arena. Annual.

Nigeria

The Nigerian Government has not yet decided whether its next international trade fair will be in 1978 or 1979. The Daily Times of Nigeria plans the following exhibits in Lagos for 1978. Overseas firms can participate with the aid of local exhibit contractors. Write: Trade and Exhibition Department, The Daily Times of Nigeria, 3 Kakawa St., P.O. Box 139, Lagos; tel. 26611, ext. 143 and 147; cable DAILY TIMES LAGOS; *telex 21333* TIMES NG.

Feb. 19-26. Office equipment, furniture, stationery, lithographic printing.

May 22-29. Telecommunication and world of electronics. National Theatre.

Aug. 15-22. Nigerian Textiles Exbn. National Theatre.

Nov. 14-21. Motor Show.

Norway

Oslo

March 31-April 9. The Sea For All—Int'l boat and motor show. Sjoen For Alle, Stortingsgaten 12, Oslo 1. Annual.

Nov. 21-25. ENERGIA '78. Norges Varemesse, P.O. Box 130, Skoyen, Oslo 2. Biennial.

Stavanger

Sept. 5-8. Offshore North Sea Technology Conference and Exbn. Rogalandsmessen A/S, P.O. Box 410, N-4001 Stavanger. Biennial.

Panama

David

March 10-19. David Int'l Fair. Annual.

Peru

Lima

Nov. 3-12. 11th Int'l Trade Fair of the Pacific. TECNOFOREST, forestry/woodworking; TECNOMIN, mining equipment; IMEC, metalworking equipment. Feria Internacional del Pacifico, P.O. Box 4900, Lima 100; or av. La Marina S/N, Lima 32. Attn: Guillermo Ferreyros. Annual.

Philippines

Manila

Feb. 12-18. Philippine Int'l Building Materials Expo. Philippine Ctr. for Int'l Trade and Exbns. (PHILCITE).

March 8-22. Time Expo (Int'l Clocks, Watches, and Jewelry Show). PHILCITE (see above).

Sept. 4-8. South East Asia Regional Computer Conf. (SEARCC). Philippine Int'l Conv. Ctr. (PICC).

Poland

For all events listed, write: Poznan Int'l Fair, Glogowska 14, 60-734 Poznan; telex, 0415210 Targ pl.

Poznan

April 16-21. FOTOKINOTECHNIKA — Int'l Photo & Cinematographic Trade Fair; INTERMASZ—Int'l Textile, Clothing & Shoe Making Machines Exbn.; SALMED—Trade Fair of Medical Equipment; SECURA—Int'l Exbn. on Protection of the Human Being in a Working Environment.

June 11-20. 50th Poznan Int'l Trade Fair —general, emphasis on industrial equipment. Annual.

Oct. 15-20. BUDMA—Int'l Trade Fair of Machinery, Construction Implements, and Building Materials; DREMA—Int'l Trade Fair for Woodworking Machines; INTERBIURO—Int'l Trade Fair for Office Equipment.

Portugal

Aveiro

July. AGROVOUGA (agriculture, cattle breeding). Annual.

Braga

June. Agricultural Fair. Annual.

Lisbon

Feb. 10-19. FILGRAFICA / FILESCOLA 78 (printing, books, educational material). Annual.

March 17-26. FILTEL 78 (tourism, hotel & sports). Annual.

April 18-23. MODA OUTONO/INVER[illegible] (ready-to-wear & shoes). Annual.

June 1-10. FIL 78 (19th Int'l Fair). Annual.

Santarem

June. Agricultural Fair. Annual.

Tomar

October. Agricultural Show. Annual.

Vizeu

September. S. Mathews Show (handicrafts). Annual.

Romania

Bucharest

Fairs will be organized by the Enterprise for Fairs and Expositions, Piata Scinteii nr. 1, Bucharest.

May 4-12. 5th Int'l Spring Fair—TIBCO '78 (Consumer goods and equipment for the light industry).

May 4-12. Int'l Chemistry Show (Chemicals and equipment for the chemical, plastics, and rubber industries).

Oct. 5-14. 5th Bucharest Int'l Fair—TIB '78 (Equipment for the mining, metallurgical, oil, and electrical industries).

Saudi Arabia

Jidda

March 15-29. 4th Saudi Int'l Trade and Industry Fair. Jidda Airport Pilgrimage Terminal. Saudi International Trade and Industry Fair Organization (SITIFO), P.O. Box 4571, Jidda, cable: KAZADYOU, phone: 32088. Annual.

Singapore

Jan. 12-16. SWISSASEAN Trade & Corporation Fair. Shangri-la Hotel. K.F.L. International Pte. Ltd., 8 Robin Road, Singapore 10. Irregular.

Jan. 18-21. Telecommunications Exbn. & Conference. Hyatt Singapore Convention Centre. Show Company International, 1605 Cahuenga Boulevard, Los Angeles, Calif. 90028. Irregular.

Feb. 21-24. Offshore South East Asia Exbn. & Conference. Hyatt Singapore Convention Centre. Offshore S.E.A. (Pte.) Ltd., 6E Mount Sophia, Singapore 9. Irregular.

March 15-18. Singapore Int'l Building Exbn. & Conference—SIBEX '78. Hyatt Singapore Convention Centre. Trend Publishing (S) Pte. Ltd., Wing On Life Building, 12th floor, 150 Cecil St., Singapore 1. Industrial & Scientific Conference Management Singapore, Suite 1409, High Street Centre, North Bridge Road, Singapore 6. Irregular.

March 15-18. Singapore Construction Equipment Exbn. (CONEQUIP '78). Goodwood Park Hotel Car Park. Sponsor same as above. Irregular.

March 16-19. Automated Business and Banking Equipment Exbn. & Seminars. U.S. International Marketing Center, Malayan Credit House, 96 Somerset Road. Singapore 9. Irregular.

April 26-29. Food Asia—The Int'l Food, Drinks, Catering & Hotel Equipment Exbn. & "Salon Culinaire." Hyatt Singapore Convention Centre. Singapore Exhibition Services (Pte.) Ltd., 6E Mount Sophia, Singapore 9. Irregular.

July 4-8. SEACON '78 Exbn. & Conference. Hyatt Singapore Convention Centre. Singapore Chapter of the Institution of Radio & Electronics Engineers Australia, 6F, Block 6, Kallang Place, Singapore 12. Irregular.

July 13-16. Communications Equipment Show & Seminars. U.S. International Marketing Center. U.S. International Marketing Center, Malayan Credit House, 96 Somerset Road, Singapore 9. Irregular.

Aug. 5-9. SPOREX '78—The 3rd Int'l Leisure Trade Exbn. Hyatt Singapore Convention Centre. International Fair Promotion & Marketing Services Pte. Ltd.. Factory No. 4, 51-A Kampong Bugis, Singapore 12. Irregular.

Aug. 5-9. FASHION '78—Int'l Gift & Fashion Fair. Site, sponsor same as above. Irregular.

Sept. 6-9. INTERNEPCON SOUTH EAST ASIA. Hyatt Singapore Convention Centre. Industrial & Scientific Conference Management Singapore, Suite 1409, High Street Centre, North Bridge Road, Singapore 6. Irregular.

Sept. 21-24. Asian Auto & Accessories Expo. Site, sponsor same as above. Irregular.

October. Int'l Toys & Handicrafts Fair—TOYCRAFT '78. Shangri-la Hotel. Mecomm Pte. Ltd., 36 Princep St., Singapore 7. Irregular.

Oct. 7-11. Asia Public Works '78—Int'l Exbn. of Public Works Equipment & Technology for Asia. Hyatt Singapore Convention Centre. International Fair Promotion and Marketing Services Pte. Ltd., Factory No. 4, 51-A Kampong Bugis, Singapore 12. Irregular.

Nov. 6-10. ENEX ASIA '78—The 2nd Int'l Exbn. of Electrical & Electronic Engineering Equipment. Site, sponsor same as above. Irregular.

Spain

Barcelona

Events are held at Barcelona Fair Grounds. Write: Feria Internacional de Muestras, Avda. Maria Cristina s/n, Barcelona 4.

March 3-12. GRAPHISPACK '78—4th Int'l packing, packaging, graphic arts and bottling industries salon.

April 8-14. ALIMENTARIA—2nd int'l food industries salon.

June 2-11. FOIM—46th int'l general trade fair.

October. SONIMAG—16th int'l image, sound and electronics salon.
October. HOGARHOTEL—18th national home, decoration and gastronomy salon and int'l hotel equipment exbn.

Nov. 21-30. EXPOQUIMIA—int'l chemical industries salon.

Bilbao

Organizers: Feria Internacional de Bilbao, Apartado Number 468, Bilbao 13.

April 15-22. EXMA—Int'l lifting and transportation machinery fair.

May 22-28. IMECON '78—int'l steel and metal industries fair.

Elda (Alicante)

Organizers: F.I.C.I.A., Avda Chapi s/n, Elda, Alicante.

March 7-10. FICIA—17th int'l shoe and related industries fair (first edition—fall and winter fashions).

Sept. 12-16. FICIA—17th int'l shoe and related industries fair (second edition—spring and summer fashions).

Madrid

April 8-16. FICOP—8th int'l construction and public works fair. Feria Internacional del Campo, Avda. de Portugal s/n, Madrid 11.

Nov. 9-17. SIMO—18th int'l office equipment and data processing equipment exbn. C.I.T.E.M.A., Plaza Conde Valle de Suchil 8, Madrid 15.

Seville

April 14-23. 18th Ibero-American General Trade Fair (for Spain, Portugal, U.S. and Latin American countries). Feria de Muestras Ibero-Americana, Palacio Ferial, Seville.

Valencia

Organizers: Feria Internacional de Muestras, Apartado 476, Valencia.
Jan. 17-21. TEXTILHOGAR—9th int'l home textiles and decoration fair.

Feb. 18-24. Int'l Toy Fair.

April 9-16. 13th Int'l Art in Metal Fair.

May 6-14. 56th Int'l General Trade Fair.

Sept. 14-17. FIMODA—12th int'l fashion and children's wear fair.

Oct. 2-8. 15th Int'l Furniture Fair.

Nov. 20-26. 14th Int'l Woodworking Machinery Fair.

Zaragoza

April 8-16. FIMA '78—12th int'l farm machinery fair. Feria Nacional Y Oficial de Muestras, Palacio Ferial, Zaragoza.

Surinam

Paramaribo

late September-early October. Int'l Trade Fair. Surinam Trade Fair Foundation. Biennial.

Sweden

Goteborg

Write: Swedish Trade Fair, Box 5222, S-402 24 Goteborg; telex 20600.

Jan. 18-22. Scandinavian Lighting Fair. Annual.

Feb. 3-12. Int'l Swedish Boat Show. Annual.

Feb. 22-23. Air Cushions for Materials Handling.

March 11-19. Tourism, Garden and Leisure Trade Fair.

AT LEIPZIG SPRING FAIR—*Physical Electronics Industries, Eden Prairie, Minn., exhibited instruments for sophisticated surface analysis of electronic materials.*

April 4-8. Subcontractors Fair and (concurrently) Materials Engineering.

April 20-25. ISM—Industrial Goods Exbn. Annual.

June 27-30. Public Transport Systems.

Aug. 28-Sept. 1. Community Service Equipment. Biennial.

Sept. 16-24. Consumer Goods Fair. Annual.

Sept. 22-26. Floating Boat Show. Annual.

Oct. 10-13. INTERREST/INTERFOOD — food processing, restaurant and catering equipment. Biennial.

Oct. 24-27. Energy Engineering.

Nov. 7-10. Chemistry, Anti-Corrosion and Surface Treatment. Biennial.

Nov. 28-Dec. 2. Hydraulics, Pneumatics, Transmission and Controls. Biennial.

Jonkoping

June 1-6. Elmia Agricultural Fair. Elmia, Box 6066, S-550 06, Jonkoping. Biennial.

Malmo

Except where noted, organizer is Skanemassan, Box 19015, S-200 73 Malmo; telex 32256.

Jan. 20-22 and 27-29. Int'l Boat Show. Annual.

Feb. 8-11. OFFSET 78—Printing Trade Fair. Biennial.

Feb. 18-26. MOTOR 78—Racing and sports cars and equipment. SYDEXPO, Stjarnplan 3, S-216 18 Malmo. Annual.

April 4-7. ISIMA 78—Medical care. Biennial.

April 17-21. DATAKRAFT 78—Data processing. Triennial.

May 4-7. Import Furniture Fair. Annual.

May 20-24. Int'l Building Fair. Biennial.

Aug. 18-27. 60th Int'l Scania Trade Fair (consumer goods). Annual.

Stockholm

Write: Stockholm International Fair, S-106 80 Stockholm; telex 10660.

Jan. 18-22. Motorcycle Fair. Annual.

Feb. 23-March 5. Stockholm Int'l Boat Show. Annual.

March 15-16 and Sept. 20-21. Int'l Shoe Trade Fair. Semi-annual.

March 31-April 3 and Sept. 23-26. Fashion Fair. Semi-annual.

April 4-7. SPCI—Pulp and paper engineers. Triennial.

April 24-28. IM—Instruments and measurement. Triennial.

May 19-24. VVS—Ventilating, heating, sanitation and plumbing. Triennial.

June 5-8. Powder Metallurgy Symposium and Exbn.

Aug. 25-Sept. 3. Int'l Consumer Goods Fair. Annual.

Sept. 14-17. GOLVEX—Floors, walls, paint and cleaning.

Oct. 12-18. Stockholm Technical Fair. Annual.

Nov. 15-17. DENTAL 78. Annual.

Nov. 29-Dec. 2. Annual general meeting of medical science with trade fair. Annual.

Switzerland

Basel

Fairs are held at Basel Fairgrounds.

Feb. 28-March 3. EUROTUNNEL 78—Int'l trade fair for tunnel construction. Sekretariat Eurotunnel 78, Postfach, 4021 Basel. First time.

March 7-11. RECYCLING—Int'l exbn. of equipment and systems for recycling of waste products. Sekretariat Recycling, Postfach, 4021 Basel. First time.

April 15-24. Swiss Industries Fair (Schweizer Mustermesse) and European

Watch, Clock and Jewelry Fair. Participation in both fairs only through Swiss representatives. Schweizer Mustermesse, Postfach, 4021 Basel. Annual.

May 24-31. FAWEM—Exbn. of machine tools and other tools. Sekretariat Fawem, Postfach, 4021 Basel. Every 4 years.

June 6-10. MEDEX 78—Int'l exbn. and congress for medical electronics and bioengineering. Sekretariat Medex, Postfach, 4021 Basel. Biennial.

June 20-24. WIRE 78—Int'l exbn. for wire and wire products. Sekretariat Wire, Postfach, 4021 Basel. Biennial.

July 4-9. REHAMEX—Int'l exbn. of medical equipment and systems for patient rehabilitation. Sekretariat Rehamex, Postfach, 4021 Basel. First time.

Sept. 3-5. INTERFEREX 78—Int'l trade fair for hardware, tools and household articles. Sekretariat Interferex, Postfach, 4021 Basel. Biennial.

Sept. 12-16. ILMAC 78—Int'l exbn. and convention of applied laboratory techniques, chemical engineering, measuring and automation techniques in chemistry. Sekretariat Ilmac, Postfach, 4021 Basel. Every 3 years.

Sept. 12-16. SURFACE 78—Int'l Surface Treatment Exbn. Sekretariat Surface, Postfach, 4021 Basel. Every 3 years.

Oct. 3-7. NUCLEX 78. Int'l fair and symposium for the nuclear industry. Sekretariat Nuclex, Postfach, 4021 Basel. Every 3 years.

Bern

Fairs are held at Bern Fair Grounds.

Sept. 11-16. SAMA INTERNATIONAL—Int'l exbn. and conference for miniaturized automation (includes production equipment and instruments for the watch industry). SAMA, Postfach 1052, 2501 Biel. Annual.

Oct. 8-18. BESPO 78—Fair for summer sports equipment and leisure wear. BESPO, Obere Zollgasse 75, 3072 Ostermundigen. Annual.

Geneva

Fairs are held at Geneva Fair Grounds.

Jan. 1-29. Int'l Truck Show. Exbn. of all kinds of utility motor vehicles and accessories. Salon International de l'Automobile, Case postale 65, 1211 Geneva. Biennial.

March 2-12. Int'l Motor Show. Exbn. of passenger cars, motor bicycles and accessories. Salon International de l'Automobile, Case postale 65, 1211 Geneva. Annual.

April 6-16. LOISIRAMA 78—Int'l trade fair for leisure time wear and equipment. Loisirama, 22 rue du Mont-Blanc, 1201 Geneva. First time.

May 23-26. SITEV—Int'l exbn. for suppliers of components to the motor vehicle industry. Orgexpo, Case postale 65, 1211 Geneva. Annual.

June 20-22. Int'l Microcomputers, Minicomputers, Microprocessors, Exbn. and Conference. Orgexpo, Case postale 65, 1211 Geneva. Annual.

Nov. 25- Dec. 3. Int'l exbn. of Inventions and new Techniques. Promex SA, 22 rue du Mont-Blanc, 1201 Geneva. Annual.

Lausanne

Fairs are held at Lausanne Fair Grounds.

Feb. 25-March 5. Salon International du Tourisme et des Vacances. Int'l Travel and Vacation Show. Palais de Beaulieu, Case postale 2560, 1002 Lausanne. Annual.

May 3-15. KID 78—Int'l exbn. of toys, sporting goods, complete range of clothing for infants and children. Palais de Beaulieu, Case postale 2560, 1002 Lausanne. Annual.

June 7-10. COMPUTER 78—Local exhibition of computers, computer accessories and peripherals. Palais de Beaulieu, Case postale 2560, 1002 Lausanne. Annual.

Montreux

April 25-28. Int'l Direct Marketing and Mail Order Symposium and Merchandise, Service and Idea Exchange Exbn. Palais de Congrès, Montreux. EDMA, Forchstrasse 84, 8032 Zurich. Annual.

Zurich

Fairs are held at Zurich Fair Grounds. The word Züspa below indicates a recurring fair organizer address: Züspa, Thurgauerstrasse 7, 8050 Zurich.

Jan. 23-28. INDUSTRIAL HANDLING—Int'l exbn. of equipment, design and systems for automation and productivity increase in industry. Züspa. Biennial.

Feb. 25-March 3. SCHWEIZER BOOTSCHAU—Swiss Boat Show. Ted Blattner, Gubelstrasse 28, 8050 Zurich. Biennial.

March 15-19. HILSA—Int'l exbn. for applied technology of heating, airconditioning and plumbing equipment. Every 4 years.

April 2-5. SWISSPO—Swiss buyers' week for winter sports articles and clothing. Foreign participation only through Swiss agents. Züspa. Annual.

April 25-28. 10th Int'l Direct Marketing and Mail Order Symposium, and Mail Order Trade Mart Exposition. IDEAG, Forchstrasse 84, P.O. Box 214, 8032 Zurich.

May 30-June 3. SICHERHEIT 78—Int'l exbn. of safety equipment. Züspa. Biennial.

June 12-17. SCHWEIZERISCHE FACHMESSE FUER ANTRIEBSTECHNIK—Swiss trade fair for drive systems and techniques, with international participation. Züspa. Every 3 years.

June 13-15. 1st Int'l Symposium and Exbn. —Computers in Banking. Kongresshaus. Inter-Convention, Congress and Convention Services, Ltd., c/o Swissair, 8058 Zurich, tel. 01/812 45 07, telex 52407.

Aug. 29-Sept. 4. FERA—Radio and television exbn. Foreign participation only through Swiss agents. Fera-Komitee, Postfach 160, 8047 Zurich. Annual.

Sept. 12-14. SEMICON EUROPA 78—Specialized trade fair and conference on semiconductors, production machinery, and materials. Züspa. In the U.S.: SEMICON, Golden Gate Enterprises, Inc., 1333 Laurence Expressway, Santa Clara, Calif. 99501. Annual.

Oct. 30-Nov. 4. IFAS—Int'l trade fair for medical and hospital equipment and supplies. Arbeitsgemeinschaft für Fachmessen AG, Hofackerstrasse 36, 8032 Zurich. Biennial.

Nov. 16-19. INTERNATIONALE AUTOMATENSCHAU—Int'l exbn. of coin-operated amusement machines, music boxes and vending machines. Ted Blattner, Gubelstrasse 28, 8050 Zurich. Every 2 years.

Taiwan

All trade fairs being held on Taiwan (Republic of China) during 1978 are limited to Taiwanese-based exhibitors.

Tanzania

Dar es Salaam

July 1-9. International Trade Fair. Principal Secretary, Ministry of Trade, P.O. Box 9503, Dar es Salaam.

Turkey

Izmir

Aug. 20-Sept.20. Izmir Int'l Fair. Enternasyonal Fuari Ve Turizm Mudurlugu, Izmir. Annual.

United Kingdom

The initials ITF used below indicate a recurring fair organizer address: Industrial & Trade Fairs Ltd., Radcliffe House, Blenheim Ct., Solihull, B91 2BG.

Aberdeen

June 14-18. Int'l Fisheries Exbn. Eagle Exhibition Consultants Ltd., Ludgate House, 110 Fleet St., London EC4A 2JL. Annual.

Birmingham

Jan. 10-15. Int'l Furniture Show. BFM Exhibitions Ltd., 30 Harcourt St., London W1H 10T. Annual.

Feb. 5-9. Int'l Spring Fair. Giftware Sec. —Trade Promotion Services Ltd., Exhibition House, Warren Lane, London SE18 6BW; Hardware sec.—British Hardware Promotion Council Ltd., Turret House, Station Rd., Amersham, Bucks HP7 OAB. Annual.

March 13-17. Int'l Electrical Exbn. ELECTREX. Electrical Engineers (ASEE) Exhibition Ltd., Wix Hill House, West Horsley, Surrey. Biennial.

March 13-17. Int'l Pneumatics & Hydraulics Exbn. (IPHEX). ITF. Biennial.

March 13-17. Int'l Instruments, Electronics & Automation Exbn. (IEA). ITF. Biennial.

April 3-7. Int'l Heating, Ventilating & Airconditioning Exbn. (HEVAC). ITF. Biennial.

April 4-7. Communications '78. Tony Davies Communications Ltd., 1 Victoria Terrace, Ealing Green, London W5 5QS. Biennial.

April 20-28. Metalworking '78. Int'l Symposia & Exhibitions Ltd., Queensway House, 2 Queensway, Redhill, Surrey RH1, IQS. Exhibitions for Industry Ltd., 157 Station Rd. E., Oxted, Surrey RH8 OQF.

April 30-May 6. Int'l Machine Tool & Production Engineering Show (MACHPRO). First time; to be quadrennial.

May 2-5. Int'l Cleaning & Maintenance Exbn. (EUROPACLEAN '78). Turret Press Ltd., 886 High Rd., Finchley, London N12 9SB. Biennial.

May 15-17. Int'l Domestic Electrical Appliances Exbn. (IDEA). Montbuild Ltd., 11 Manchester Sq., London W1M 5AB. Annual.

June 11-15. Int'l Contract Furnishing & Interior Design Exbn. Westbourne Exhibitions Ltd., Crown House, Morden, Surrey SM4 5EB. Annual.

Oct. 20-29. Int'l Motor & Commercial Motor Show. Soc. of Motor Mfrs. & Traders Ltd., 21-24 Grosvenor Pl., London SW1 7JF. Biennial.

Nov. 12-16. Int'l Domestic & Contract Textiles Exbn. (DACTEX). Exhibition Managements Ltd., Unit 2, Central Park Estate, Staines Rd., Hounslow TW4 5DT. Annual.

Nov. 13-18. Effluent & Water Treatment Exbn. & Conv. Brintex Exhibitions Ltd., 178-202 Great Portland St., London W1N 6NH. Biennial.

Nov. 13-18. Environmental Pollution Control Exbn. (ENPOCON). BRINTEX, address above. Biennial.

Nov. 13-18. Public Works & Municipal

Services Congress & Exbn. BRINTEX, address above. Biennial.

Dec. 4-8. Int'l Plant Engineering & Maintenance Exbn. & Conf. (PEMEC). Clapp & Poliak (Europe) Ltd., 232 Action Lane, London W4, 5DL. Annual.

Dec. 4-8. Int'l Design Engineering Show & Conf. Clapp & Poliak (Europe) Ltd., 232 Action Lane, London W4, 5DL. First time. To be annual.

Brighton

March 5-10. Int'l Oceanological Equipment & Services Exbn. Metropole Exbn. Hall. BPS Exhibitions Ltd., 4 Seaford Ct., 220-222 Great Portland St., London W1N 5HH. Triennial.

Farnborough

Sept. 3-10. Int'l Air Show. R.A.E. Farnborough. Soc. of British Aerospace Companies Ltd., 29 King St., St. James, London SW1Y 6RD. Biennial.

Harrogate

Jan. 7-12. Int'l Toy Fair, Exbn. Hall. Harrogate Int'l Toy Fair Ltd., 8-9 Upper St., Islington, London N1 OPP. Annual.

Feb. 21-23. "British Growers Look Ahead" Nat'l Conf., & Exbn. Exbn. Ctr., Nat'l Farmers Union, Agricultural House, Knightsbridge, London SW1X 7NJ. Annual.

Kenilworth

July 2-6. Royal Show, Nat'l Agricultural Ctr. Royal Agricultural Soc. of England, Nat'l Agricultural Ctr., Kenilworth, Warwickshire CV8 2LG. Annual.

London

Jan. 4-15. London Int'l Boat Show, Earls Court. National Boat Shows Ltd., Boating Industry House, Vale Rd., Oatlands, Weybridge, Surrey KT13 9NS. Annual.

Jan. 25-Feb. 1. Int'l Hotel & Catering Exbn. (HOTELYMPIA). Olympia. ITF. Biennial.

Feb. 14-16. All Electronic Show, Grosvenor House. ARS Electronics Ltd., 34-36 High St., Saffron Walden, Essex. Annual.

Feb. 19-23. Int'l Men's & Boys' Wear Exbn. (IMBEX). Earls Court. ITF. Annual.

March 12-15. London Int'l Young Fashion Fair (LIYFF). Earls Court. Exhibitions for Industry Ltd., 157 Station Rd. E., Oxted, Surrey RH8 OQF. Semi-annual. Sept. dates undecided.

March 12-16, and Oct. 15-19. Junior Fashion Fair, Horticultural Halls. National Children's Wear Assn., 40-42 Oxford St., London W1. Semi-annual.

April 4-7. Information Handling & Management Exbn. (INFO). B.E.D. Exhibitions Ltd., Bridge House, Restmor Way, Wallington, Surrey SM6 7BZ. First time, to be annual.

April 10-13. Int'l Gas Turbine Conf. & Exbn. Gas Turbine Div., ASME, 4519 18th St. N., Arlington, Va. 22207.

April 11-14, and about *Oct. 24-27.* London Fashion Exbn. Earls Court. Earls Court & Olympia Ltd., Exbn. Bldg., Warwick Rd., London SW5 9TA. Semi-annual.

April 12-14. Leatherwear Int'l, Centre Hotel. Leather Institute, 9 St. Thomas St., London SE1 9SA. Annual.

April 18-22. AUTOQUIP '78 Exbn. Wembley Conf. Ctr. Soc. of Motor Mfrs. & Traders Ltd., 21-24 Grosvenor Pl., London SW1 7JF. Annual.

April 24-28. Int'l Fire, Security & Safety Exbn. & Conf. (IFSSEC), Olympia. Victor Green Publications Ltd., 106 Hampstead Rd., London NW1 2LS. Annual.

May 9-12. Int'l Diecasting Exbn., Olympia. Mack Brooks Exhibitions Ltd., 62/64 Victoria St., St. Albans, Verts AL1 3XT. Biennial.

May 9-12. European Computing Congress (EUROCOMP '78). Online Conferences Ltd., Cleveland Rd., Uxbridge, Middx. UB8 2DD. Was triennial; to be biennial.

May 16-19. Int'l Reprographics & Drawing Office Exbn. (REPRO-DOEX). B.E.D. Exhibition Ltd., Bridge House, Restmor Way, Wallington, Surrey SM6 7BZ. Annual.

June 25-29. Int'l Frozen Food Exbn. & Conf., Olympia. Int'l Symposia & Exhibitions Ltd., Queensway House, 2 Queensway, Red Hill, Surrey RH1 1QS. First time.

June 26-28. Transducer '78 Exbn. Wembley Conf. Ctr. Trident Int'l Exbn. Ltd., 23A Plymouth Rd., Tavistock, Devon PL19 8AU. Annual.

June 26-28. Temperature Measurements & Control Exbn. & Conf. (TEMPCON). Wembley Conference Ctr. Trident Int'l Exbn. Ltd. Annual.

Sept. 3-7. Int'l Watch & Jewelry Trade Fair, Wembley Conf. Ctr. Iliffe Promotions Ltd., Dorset House, Stamford St., London SE1 9LU. Annual.

Sept. 25-29. Int'l Broadcasting Conv. & Exbn. Wembley Conf. Center. Institution of Electrical Engineers, Savoy Place, London WC2R OBL. Biennial.

Oct. 2-7. Int'l Production & Engineering & Productivity Exbn. & Conf. (PEP), Olympia. Clapp & Poliak (Europe) Ltd., 232 Action Lane, London W4 5DL. First time; to be triennial.

Oct. 24-27. European Offshore Petroleum Conf. & Exbn. Earls Court. Soc. of Petroleum Engineers. ITF. First time.

Oct. 24-27. London Fashion Exbn. Earls Court.

Nov. 19-26. Int'l Kitchen & Bathroom Show (FIT), Olympia. Building Trades Exbns. Ltd., 11 Manchester Sq., London W1M 5AB. Annual.

Dec. 4-8. Royal Smithfield Show. Joint Committee, 21-24 Grosvenor Pl., London SW1X 7JF. Annual.

USSR

For additional information on any of these shows contact the Department of International and Foreign Exhibitions in the USSR, 1-a Sokolnicheski Val, Moscow 107232; telex 7185 SU.

Baku

Sept. 19-28. Neftegas '78—Automation facilities and telemechanization in the oil and gas industry

Kishinev

Oct. 10-19. Food Packaging '78—Equipment for the packaging of foodstuffs and other commodities.

Leningrad

June 13-23. Bummash '78—Equipment and automation facilities for the pulp and paper industry.

Minsk

May 23-June 1. Kholod '78—Refrigerating equipment in industry, agriculture, construction, transport and trade.

Moscow

Feb. 21-March 2. Sklad '78—Equipment and technology for the complex mechanization of transport, handling and storage jobs.

April 4-13. Sport '78—Sporting goods and equipment.

July 4-17. INPRODTORGMASH '78—Equipment and engineering for the food industry. Sokolniki Park.

Aug. 31-Sept. 14. SELKHOZTEKHNIKA '78—Agricultural machinery, equipment and instruments.

Oct. 12-23. Nauka '78—Devices for scientific investigation.

Riga

April 6-17. Manual Power Tools '78—Manual mechanized instruments for different branches of the national economy.

Yerevan

May 23-June 1. Stone Processing '78. Installations and equipment for stone extraction and processing; machinery for stone finishing.

Venezuela

Valencia

April 14-23. Int'l Industrial Fair of Valencia. Parque Metropolitano, Antigua. Estacion Alemana, Estado Carabobo. Annual.

Aug. 25-Sept. 9. Int'l Food Fair (jointly with Int'l Cebu Cattle Fair). Estado Carabobo.

October or November. Toy, Children and Family Furnishings Int'l Fair (jointly with First National Furniture Show). Estado Carabobo. Annual.

Yugoslavia

Belgrade

For all Belgrade events write: Beogradski Sajam, Bulevar Vojvode Misica 14, PP 408, 11001 Belgrade; tel.: 655-555; cable: SAJAM BEOGRAD; telex: 11306. Address correspondence to the attention of Miladin Sakic, Director General, or Milovan Jevtovic, Counselor.

Jan. 16-21. 4th Int'l Exbn. of Foodstuffs and Household Items.

March 10-16. 4th Spring Fashion Fair.

March 31-April 9. 17th Int'l Automobile Salon.

May 15-21. 22nd Int'l Technical Fair, and the following specialized shows: 3rd Int'l Exbn. of Medical Technology; 4th Int'l Computer and Auxiliary Equipment Exbn.; 13th Int'l Chemical Fair; 8th Int'l Casting Industry Exbn.; Int'l Fair "Construction '78".

June 5-10. 4th Int'l Exbn. on Transportation, Communications and Internal Transportation.

Sept. 11-15. Int'l Mining Exbn.

Oct. 2-8. 19th Int'l Fashion Fair—World of Fashion.

Oct. 23-30. 9th Int'l Exbn. of Educational Equipment.

Oct. 25-30. 7th Int'l Safety Equipment Exbn. and Environment Protection Show.

Nov. 3-8. 23rd Int'l Book Fair.

Nov. 20-26. 16th Int'l Fair of Furniture and Interior Decoration.

Budva

For Budva events write: Jadranski Sajam, 81310 Budva; tel. 82-015; cable SAJAM BUDVA; *Attn: Aleksije Obradovic, Director.*

March 9-15. Tourism and Catering Exbn.

April 25-30. Environmental Protection Exbn.

May 1-5. Budva Summer Fair: 4th Int'l Tourist Shipping; Yugoslav Tourist Exbn. and Exchange; Textile Sales Show; Folkcraft and Souvenir Show; Exbn. on Sports and Leisure; Nautical/Camping Salon; Exbn. of Exterior and Interior Home

Decorations; Automobile Sales Show.

May 18-24. Protection '78 and "Modern Construction."

May 27-31. Exbn. of Less Developed Countries.

Oct. 5-11. Equipment Fair.

Kranj

For Kranj events write: Gorenjski Sejem, Staneta Zagarja 27, PP 129, 64001 Kranj; tel. 21-580, cable SEJEM KRANJ; *Attn: Alojz Okorn, Director.*

April 7-16. Int'l Agricultural and Forestry Fair.

May 31-June 4. Int'l Fair of Equipment and Materials for Civil Defense.

Oct. 13-22. Int'l Equipment Fair.

Leskovac

May 26-31. 26th Int'l Textile and Textile Machinery Fair. Medjunarodni Sajam Tekstila I Tekstilnih Masina, Koste Stamenkovica 5, PP 30, 16001 Leskovac; tel. 43-001; cable SAJAM LESKOVAC; Attn: Djordje Begovic, Director General.

Ljubljana

For Ljubljana events write: Gospodarsko Rastavisce, Titova Cesta 50, PP 413, 61000 Ljubljana; tel. 311-022; telex 31127; Attn: Boris Stadler, Commercial Director.

Jan. 14-20. 23rd Fair of Ready-to-Wear Apparel, Fashion Fabrics, Knitwear, Leatherwear and Gadgets.

Feb. 28-March 3. Knitwear Equipment Exbn.

March 14-19. ALPE ADRIA—17th Int'l Fair of Consumer Goods, Tools, Household Equipment and Do-It-Yourself Equipment.

May 23-25. SETEX—11th Int'l Business Fair of Textile Samples and Gadgets for Apparel Spring-Summer '78.

June 6-11. Int'l Woodworking Machinery and Equipment Fair.

Aug. 28-Sept. 3. 24th Int'l Vinegrowers and Wine Fair.

Sept. 8-11. 9th Horticulture Exbn.

October. Int'l Exbn. of Electronics, Telecommunications, Electronic Data Processing and Nuclear Technology.

Nov. 15-19. SKI EXPO—9th International Fair of Equipment for Winter Sports and Tourism.

Novi Sad

For Novi Sad events write: Navosakski Sajam, Hajduk Veljkova 11, PP 165, 21001 Novi Sad; tel 25-155, telex 14180; Attn: Ing. Mikola Dragin, Director General, or Stevan Muric, Counselor/International Exhibitions.

May 12-21. 45th Int'l Agricultural Fair.

Sept. 3-8. 15th Int'l Fall Fair.

Oct. 17-22. 11th Int'l Hunting, Fishing, Sport and Tourism Fair.

Sarajevo

For Sarajevo events write: Skenderija, Mice Sokolovica BB, 71000 Sarajevo; tel. 33-222; telex 41248; Attn: Ljubo Kojo, Director General.

March 13-17. 9th Int'l Fair of Tourism and Sport.

May 15-19. 5th Int'l Children's Fair—A Thousand Joys.

May 24-27. 2nd Int'l Fair—Stone-Marble-Granite; 2nd Int'l Exbn. of Ceramics Glass, Porcelain, and Coatings for Construction Industry.

Oct. 9-14. 9th Int'l Fair of Plum Brandy, Other Alcoholic and Non-Alcoholic Beverages, and of the Equipment for Beverage Industry.

Oct. 23-27. Int'l Wood Fair.

Nov. 6-11. 7th Int'l Fair of Plastics, Rubber and Synthetic Rubber.

Skopje

For Skopje events write: Shopski Saem, Novo Sajmiste, PP 356, 91001 Skopje; tel. 34-610; telex 51197; Attn: Strate Arsovski, Director General or Jovan Stojceski, Commercial Director.

March 17-23. Int'l Furniture and Household Furnishings Fair, Int'l Do-It-Yourself Exbn.

April 7-12. Int'l Exbn.— Modern Medicine; Int'l Exbn. of Jewelry, Clockworks, Souvenirs, Comestics and Folkcraft; Int'l Toy Exbn.; Int'l Exbn. of Musical Instruments, Records, and Audio Equipment—Music and Acoustics '78.

June 2-8. 28th Fair of Skopje Kskopski Sajam.

Oct. 3-8. SKOMESA—Int'l Skopje Fair, including 19th Int'l Tobacco and Equipment Fair.

Oct. 17-22. Int'l Fair of Ferrous and Non-Ferrous Metallurgy, Metalworking Industry and Nonmetallic Industry—Metals and Minerals '78; Int'l Exbn. of Building Industry Materials and Equipment.

Subotica

Oct. 14-22. Int'l Fair of Small Business and Industry. Medjunarodni Sajam, Aleja Marsala Tita, 24000 Subotica; tel. 23375; cable SAJAM SUBOTICA; Attn: Mane Diklic, Director.

Zagreb

For Zagreb events write: Zagrebacki Velesajam, Aleja Borisa Kidrica 2, 41000 Zagreb; tel. 511-666, cable VELESAJAM ZAGREB, *telex 21385; Attn: Roman Reicher, Director.*

Feb. 21-24. Int'l Week of Leather and Footwear.

March 14-18. INTERGRAFIKA—Int'l Paper and Graphic Industry Fair.

April 17-23. Int'l Consumer Goods Fair; Int'l Fair for Food Processing Industry and Packaging; Int'l Woodworking Industry Fair; Int'l Textile Industry Fair; Int'l Crafts Fair; Int'l Construction Fair; Int'l Mining and Energy Fair; PLASTEKS—Int'l Plastics and Rubber Fair.

May 16-20. Int'l Welding and Welding Construction Fair; ANTIKOROZIJA—Int'l Exbn. of Material Protection and Industrial Coatings.

June 5-10. BIAM—Int'l Machine Tools and Tools Exbn.

June 13-17. SVINDEXPO—Int'l Swine Breeding and Processing Exbn. and Fifth World Congress of the Int'l Veterinary Society (Swine Breeding Branch).

Sept. 15-24. Int'l Fall Fair (General Sample Fair).

Oct. 16-21. INTERBIRO—Int'l Data Processing and Office Equipment Exbn.; INOVA YU '78—7th Yugoslav Exbn. of Inventions and Technical Advancement.

Nov. 3-12. TU-EX—Int'l Exhibition of Tourism and Equipment for Catering and Trade; INOGA—Int'l Exbn. of Hotels and Gastronomy; SPORTEX—Int'l Sport and Leisure Equipment Fair; INTERNAUTICA—Int'l Nautical and Seafaring Salon; INTERDISK—Int'l Salon of Records, Cassettes, Audio Equipment, Television and Professional Audiovisual Equipment.

Nov. 14-16. KUTEX—Int'l Commercial Contracting of Textiles and Textile Equipment.

EXHIBITS DRAW INTEREST FROM OTHER COUNTRIES AT MANY U.S. TRADE FAIRS

For members of the U.S. business community interested in expanding exports through participation in events in this country, U.S. industry expositions are listed below by date, name, location, and fair management address.

The following partial list includes principal shows whose managements have indicated to the Commerce Department an interest in hosting foreign exhibitors, and business and professional visitors. Information is taken from the latest data submitted to the Department's United States Travel Service; however, Commerce cannot assume responsibility for the accuracy of dates or the outcome of transactions with fair managements.

Some shows listed will receive trade promotion assistance by Commerce's Office of Export Development, under its Foreign Buyer Program. These key events are identified by the symbol "FBP". Inquiries concerning FBP shows may be addressed to OED/FBP, U.S. Department of Commerce, Washington, D.C. 20230.

For general information on trade fairs and expositions in the United States write: Conventions and Expositions Division, United States Travel Service, Room 4845, U.S. Department of Commerce, Washington, D.C. 20230.

January 1978

1-Dec. 31. San Antonio Int'l Trade Fair, Dallas. Carlos Freymann, Dir. Expo, P.O. Box 2176, San Antonio, Tex. 78297.

5-7. Farm Store Merchandising Conf. & Trade Show, Kansas City. Paul A. Anderson, Pres., Box 1092, Minneapolis, Minn. 55440.

7-15. Houston Int'l Boat, Sport & Travel Show, Houston. Ruth Johnston, Coordinator, 3003 West Alabama, Houston, Tex. 77098.

8-10. Tennis Industry's National Buying Show, Miami Beach. Hardy C. Katz, Pres., Tennis Industry Magazine, 915 NE. 125th St., # 2-C, Miami Beach, Fla. 33161.

8-11. Infant's & Children's Wear Market, Atlanta. Frank Rossman, Miami Merchandise Mart, Suite 3380, 777 NW. 72nd Ave., Miami, Fla. 33125.

8-12. Atlantic City China & Glass Show, Atlantic City. George Little Mgmt. Inc., 261 Madison Ave., New York, N. Y. 10016.

8-13. Chicago Home Furnishings Market America's Nat'l Lamp Show, Chicago. Robert Larson, Dir. of Communications, 666 Lake Shore Dr., Chicago, Ill. 60611.

10-11. Fertilizer & AG Chemical Expo, Des Moines. Winton Etchen, Exec. V.P., 541 31st St., Des Moines, Iowa 50312.

10-13. World of Concrete Expos. Phoenix. Daniel J. Sladek, Expo Mgr., 329 Interstate Rd., Addison, Ill. 60101.

10-15. MHI Nat'l Manufactured Housing Show, Louisville. Danny Ghorbani, V.P., Suppliers Manufactured Housing Institute, P.O. Box 201, 14650 Lee Road, Chantilly, Va. 22021.

12-17. Nat'l Audio-Visual Conv. & Exbn., Houston. James P. Thompson, Conv. & Exbn. Mgr., Nat'l Audio-Visual Assoc., Inc., 3150 Spring St., Fairfax, Va. 22030.

13-15. Winter Consumer Electronics Show, Chicago. Bill Glasgow, Show Mgr., CES, 1 IBM Plaza, Chicago, Ill. 60611.

13-18. Transworld Housewares & Variety

Exbn., Chicago. Ray Passis, Chmn., 466 Central Ave., Northfield, Ill. 60093.

13-21. Nat'l Western Stock Show, Denver. Willard E. Simms, Gen. Mgr., 1325 E. 46th Ave., Denver, Colo. 80216.

15-17. Pulp & Paper World Conf./Expos., Atlanta. Ken Field, Exbn. Mgr., National Expositions, 14 W. 40th St., New York, N.Y. 10018.

15-18. Int'l Housewares Marketplace, Chicago. Martin C. Dwyer Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

15-20. Los Angeles Home Furnishings Mart, Los Angeles. Eddy S. Feldman, Mng. Dir., 1933 S. Broadway, Los Angeles, Calif. 90007.

16-19. Nat'l Housewares Expos., Chicago. Dolph Zapfel, Mng. Dir., 1324 Merchandise Mart, Chicago, Ill. 60654.

22-25. Nat'l Assn. of Home Builders Conv. & Educ. Expos., Dallas. Edward F. Connors, Exec. Sales Dir., 15th & M St. NW., Washington, D.C. 20005.

22-26. Concrete Int'l & Aggregates Show, Las Vegas. Vincent P. Ahearn Jr., Exbn. Mgr., 900 Spring St., Silver Spring, Md. 20910. FBP.

24-26. Converting Machinery/Metals Conf. & Expos., Philadelphia. Seymour A. Robbins, V.P., Nat'l Expositions Co., Inc., 14 West 40th St., New York, N.Y. 10018.

26-29. Nat'l Sporting Goods Assn. Conv. & Show, Houston. Robert J. Youngblood, Asst. Dir., 717 N. Michigan Ave., Chicago, Ill. 60611. FBP.

26-29. S.E. Int'l Poultry Education Trade Show/Conv., Atlanta. Harold E. Ford, Exec. Dir., Southeastern Poultry & Egg Assoc., 1456 Church St., Decatur, Ga. 30030.

28-Feb. 2. Women's & Children's Apparel Market, Dallas. Delores Lehr, V.P., PR/Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

29-Feb. 1. Hobby Industries Trade Show, Houston. Walter W. Caddell, Exec. Dir., 200 Fifth Ave., Suite 1101, New York, N.Y. 10010.

29-Feb. 2. Chicago Gift Show, Chicago. William E. Little, Eastern Mfrs. & Importers Exhibit, Inc. 261 Madison Ave., New York, N.Y. 10016.

30-Feb. 1. Southeastern Air-Conditioning, Heating, Refrigerating Expo, Atlanta. Vincent McDonnell, Mgr., Int'l Expo Co., 200 Park Ave., New York, N.Y. 10017.

February 1978

4-7. Women's Apparel Show, Atlanta. Nan Sherry Hill, Mktg. Mgr., Apparel Atlanta Mart, 240 Peachtree St., NW., Atlanta, Ga. 30303.

4-8. Western Regional Solar Heating & Cooling Workshop, Phoenix. Cedric H. Grgurich, Dir. of Admin., Solar Energy Industries Assoc. (SEIA), 1001 Connecticut Ave. NW., Suite 632, Washington, D.C. 20036.

4-11. Eastern Sports, RV & Travel Show, Harrisburg. Mitchell Halperin, Sherman Expos. Mgmt. Inc., 1330, Boylston St., Suite 209, Chestnut Hill, Mass. 02167.

5-8. San Francisco Gift Show, San Francisco. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Cal. 94123.

6-9. Iowa Power Farming Show, Des Moines. Melvin Stukenberg, 2716 Grand Ave., Des Moines, Iowa. 50312.

7-10. World Fair for Technology & Exchange, Atlanta. B. Dahlbo, Assoc., Dr. Dvorkoviz & Associates, P.O. Box 1748, Ormond Beach, Fla. 32074.

10-19. San Antonio Livestock Expo, San Antonio. Hanibal Guerra, Chmn., P.O. Box 300, San Antonio, Tex. 78292.

12-15. Int'l Expo for Food Processors, Chicago. Food Processing Machinery & Supplies Assn., 7758 Wisconsin Ave., Washington, D.C. 20014. FBP.

12-17. American Assn. for the Advancement of Science, Chicago. Arthur Herschman, Meeting & Publication Div., 1776 Massachusetts Ave., NW., Washington, D.C. 20036.

12-17. Int'l Turfgrass Conf. & Show, San Antonio. James R. Brooks, Dir. Industrial Relations, 1617 St. Andrews Dr., Lawrence, Kans. 66044.

14-16. California Farm Equipment Show, Tulare, Calif., Dan T. Johns, Mgr., 260 North L, Tulare, Calif. 93274.

15-18. Nat'l Farm Machinery Show, Louisville. Les G. Carlisle, Show Mgr., P.O. Box 21179, Louisville, Ky. 40221.

17-20. Gutenberg Festival, Anaheim. David Jacobson, P.O. Box 11712, Santa Ana, Calif. 92711.

18-21. Variety Merchandise Show, New York City. Jay R. Thalheim, Pres., 98 Cutter Mill Rd., Great Neck, N.Y. 11020.

18-26. Nat'l Antique Show, New York City. N. H. Mager, Dir., 11 Warren St., New York, N.Y. 10007.

19-21. Decor Show, New York City. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

19-21. Int'l Cycle Show, New York City. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

19-21. Int'l Toy Fair & Nat'l Miniatures Show, New York City. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

19-22. American Toy Fair, New York City. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

19-22. Men's Tailored Apparel Market, Atlanta. Bill Bishop, 4438 Lake Ivanhoe Dr., Tucker Ga. 33084.

19-22. Seattle Gift Show, Seattle. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

21-23. Winter Nat'l Fancy Food & Confection Show, Las Vegas. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

22-26. Nat'l Entertainment Conf., New Orleans. Bill Deutsch, Conv. Coordinator, P.O. Box 11489, Columbia, S.C. 11489.

23-25. Nat'l Office Products Assn. Spring Show, Los Angeles. Jerry Davis, Conv. Dir., Nat'l Office Products Assn., 301 N. Fairfax St., Alexandria, Va. 22314.

23-25. Oregon Logging Conf. & Equipment Show, Eugene, Ore. James Cross, P.O. Box 10660, Eugene, Ore. 97401.

23-26. Menswear Retailers of America, Nat'l Conv. & Exbn., Las Vegas. Don J. DeBolt, Exec. Dir., 390 Nat'l Press Bldg., Washington, D.C. 20045.

25-Mar. 5. Atlanta Int'l Sport & Travel Show, Atlanta. Robert S. Hart, Jr., H & H Productions, Inc., 1172 W. Galbraith Rd., Cincinnati, Ohio 45231.

26-Mar. 1. Int'l Security Conf., Los Angeles. A. Lilienthal, 2639 S. LaCienega Blvd., Los Angeles, Calif. 90034.

27-Mar. 1. Energy Technology Conf. & Expo, Washington, D.C. Nancy McNerney, Dir. of Information, Government Institutes, Inc., 4733 Bethesda Ave. NW., Washington, D.C. 20014.

27-Mar. 3. Pittsburgh Conf. on Analytical Chemistry, Cleveland. Jane H. Judd, Pres., Westinghouse Bettis Plant, P.O. Box 70, West Mifflin, Pa. 15122.

27-Mar. 3. SAE Automotive Eng. Conf. & Expo, Detroit. Dave Mitchell, Exbn. Sales Mgr., Society of Automotive Engineers, Inc., 400 Commonwealth Dr., Warrendale, Pa. 15096.

28-Mar. 2. NEPCON West & Semiconductor/Hybrid Microelectronics Symposium & Exhibits, Anaheim. Philip P. Ullo, Exec. V.P., Industrial & Scientific Conference Management Inc., 222 West Adams, Chicago, Ill. 60606.

28-Mar. 2. PAS-IASI Automotive Show, Las Vegas. Paul McRae, Pacific Automotive Shows, 15250 Ventura Blvd., Sherman Oaks, Calif. 91403.

March 1978

3-12. Dayton Sportsmen's Travel Trailer & Boat Show, Dayton. David Fisher, Gen. Mgr., 1001 Shiloh Springs Rd., Dayton, Ohio 45415.

4-6. East-South Restaurant Conv. & Expo, Washington, D.C. John S. Cockrell, 5454 Wisconsin Ave., No. 1295, Washington, D.C. 20015.

5-7. Orlando Gift & Decorative Accessories Show, Orlando. Larry Karel, 2373 Collins Ave., Miami Beach, Fla. 33139.

5-8. Nat'l Fashion & Boutique Show, Los Angeles. Oscar Pluznick, Pres., 393 7th Ave., New York, N.Y. 10001.

5-8. Nat'l Home Ctr./Home Improvement Congress & Expo, Dallas. Marvin C. Park, Show Mgr., 600 Talcott Rd., Park Ridge, Ill. 60068.

5-12. Southwest Sports, Boat, Camping, & Vacation Show, Dallas, Bill Brown, 455 Cole St., Corpus Christi, Tex. 78404.

6-9. American College of Cardiology Scientific Session, Anaheim. William D. Nelligan, 9650 Rockville Pike, Bethesda, Md. 20014.

6-9. Data Communications Interface '78, Las Vegas. R. A. Katzeff, Show Mgr., 160 Speen St., Framingham, Mass. 01701.

8-12. Birmingham Home & Garden Show, David Campbell, Pres., P.O. Box 20235, Birmingham, Ala.

8-19. Trade Fair of the Americas, Miami. Evelio Ley & Assoc. Inc., New World Tower, 100 Biscayne Blvd., Miami, Fla. 33132.

9-11. Sawmill & Plywood Clinic & Machinery Show, Portland, Ore. James C. Wallace, V.P., Miller Freeman Publications, 500 Howard St., San Francisco, Calif. 94105.

9-12 Fort Lauderdale Spring Home Show, Fort Lauderdale. Larry Perl, 6915 Red Rd., Suite 228, Coral Gables, Fla. 33143.

9-12. Southern Home & Garden Show, Greenville. Edgar W. Treasley, Exec. V.P., Home Builders Assn. of Greenville, S.C., 702 E. McBee Ave., Greenville, S.C. 29601.

12-14. Southeastern Shoe Show, Atlanta. A. K. Pentecost, Exec. Sec., Atlanta Mart, Suite 14-A-10, 240 Peachtree St., Atlanta, Ga. 30303.

12-15. Southeastern Variety Marchandise Show, Atlanta. Jay Thalheim, Pres., 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

13-15. Triumph of Agricultural Farm & Ranch Machinery Show, Omaha. Robert P. Mancuso, Pres., Mid-America Expositions Inc., 666 Farnam Bldg., Omaha, Nebr. 68102.

14-16. Nat'l Mail Order Merchandise Show, New York City. Bernard Lane, Pres., Exhibition Management Inc., 40 W. Ridgewood Ave., Ridgewood, N.J. 07450.

14-19. Texas Nat'l Sports, Camping & Vacation Show, Houston. Steve Clarkson, V.P., P.O. Box 42163, Houston, Tex. 77042.

15-16. Southeast Printed Circuits & Microelectronics Expo, Orlando. Philip P. Ullo, Exec. V.P., Industrial & Scientific Conference Management Inc., 222 W. Adams, Chicago, Ill. 60606.

15-17. Electric Power & Farm Equipment Show, Madison. M. L. Steinke, Exec. V.P., Farm Machinery Sec., Wisconsin Power Equipment Retailers Assn., 3414 Monroe St., Madison, Wis. 53711.

15-17. Int'l Automotive Service Industries Show, Chicago. J. Stewart Gillies, Exec. Sec., Overseas Automotive Club, 475 Park Ave. S., New York, N.Y. 10016.

16-18. South Print 78, Atlanta. Russell E. Flagg, V.P., Charles Snitow Organization, New York, N.Y. 10017.

17-21. Int'l Beauty Show, New York City. Donn H. Byrne, Mng. Dir., 100 Park Ave., Suite 850, New York, N.Y. 10017.

18-22. Ski Industries of America Trade Show, Las Vegas. Doc Des Roches, Exec. V.P., P.O. Box 2270, 1 Newbury St., Peabody, Mass. 01960.

20-22. American Soc. of Clinical Pathologists, College of American Pathologists, St. Louis. Steven K. Herlitz, Exbn. Mgr., 850 Third Ave., New York, N.Y. 10022.

20-23. WESTEC '78, Los Angeles. William J. Hilty, Dir., Expo/Conf. SME, 20501 Ford Rd., Dearborn, Mich. 48128.

21-23 INTERPIPE, Houston, Tex. David I. Johnson Sr., V.P., 6006 Bellaire Blvd., Suite 101, Houston, Tex. 77081.

31-Apr. 2. World Travel Show, Denver. Richard A Haughton, Pres., Industrial Expositions Inc., P.O. Box 12297, Denver, Colo. 80212.

April 1978

2-5. Photo Mktg. Assn. Int'l Conv., Chicago. R. S. Pung, Exec. Mgr., 603 Lansing Ave., Chicago, Ill. 60606.

2-7. American Welding Soc., New Orleans. Edward Krisman, Dir., Conv. & Expos., 2501 NW. 7th St., Miami, Fla. 33125.

4-6. Alabama Trade Fair & World Trade Expo, Birmingham. John W. Rousseau, Exbn. Mgr., 90 Babgy Dr., Suite 222, Birmingham, Ala. 35209.

4-6. Chicagoland Business Services & Equipment Expo, Chicago. Philip P. Ullo, Exec. V.P., Industrial & Scientific Conference & Management Inc., 222 W. Adams, Chicago, Ill. 60606.

4-7. SAE Business Aircraft Marketing & Display, Wichita. Dav Mitchell, Exbn. Dev. & Sales Mgr., Soc. of Automotive Engineers, 400 Commonwealth Dr., Warrendale, Pa. 15096.

5-8. Expo Pesca Pan Americana, San Juan, Puerto Rico. L. William Bower, Gen. Mgr., 21 Elm St., Camden, Maine 04843.

9-14. American Occupational Health Conf., New Orleans. Howard N. Shulz, Exec. Dir., 150 N. Wacker Dr., Chicago, Ill. 60606.

10-12. AAPG Convention on Energy Resource, Oklahoma City. Fred A. Dix, Jr., Exec. Dir., American Assn. of Petroleum Geologists, P.O. Box 979, Tulsa, Okla. 74101.

14-16. Nat'l Expo of Surgical Trade Industries, New York City. Joseph H. Leopold Assoc., 139-1188 Rd., Jamaica, N.Y. 11435.

15-17. Louisville Retreaders' Conf. & Trade Show, Louisville. E. J. Wagner, Mng. Dir., Box 17203, Louisville, Ky. 40217.

15-17. Puerto Rico Food & Equipment Expo, San Juan, Puerto Rico. H. Garrett Diaz, Expos. Dir., Marketing Mgmt. Services Corp., P.O. Box 5171, Puerta de Tierra, P.R. 00906.

17-20. American College of Physicians Annual Session, Boston. Joan T. Memoli, Conv. Mgr., 4200 Pine St., Philadelphia, Pa. 19104.

17-20. Design Engineering Show & ASME Design Engineering Conf., Chicago. Peter W. Nathan, V.P., Clapp & Poliak Inc., 245 Park Ave., New York, N.Y. 10017.

17-20. Nat'l Plant Engineering & Maintenance Show & Conf., Chicago. Peter W. Nathan, V.P., Clapp & Poliak Inc., 245 Park Ave., New York, N.Y. 10017.

19-23. Atlanta Home & Garden Show, Atlanta. David Campbell, Pres., Home Builders' Assoc. of Metro Atlanta, Atlanta, Ga. 30303.

23-25. Nat'l LP-Gas Assn. Int'l Trade Show & Conv., Houston. John D. Capps, Exec. V.P., 1301 W. 22nd St., Oak Brook, Ill. 60521.

24-28. AFS Casting Congress & Expo, Detroit. Martin C. Dwyer Inc., Wrigley Bldg., 400 N. Michigan Ave., Chicago, Ill. 60606.

27-May 5. American Textile Machinery Exbn.-Int'l, Greenville. J. Robert Ellis, Dir., Textile Hall, P.O. Box 5823, Greenville, S.C. 29606.

29-May 5. Council for Exceptional Children Int'l Conv., Kansas City. Angeline Gialas, Asst. Exec. Dir., 1920 Assn. Dr., Reston, Va. 22091.

29-May 6. NEWCOM, New Orleans. David L. Fisher, Electonic Industry Show Corp., 222 S. Riverside Plaza, Chicago, Ill. 60606.

30-May 3. Supermarket Industry Conv. & Education Expo, Dallas. Murray L. Grigg, V.P., Conv., Div., 303 E. Ohio St., Chicago, Ill. 60611.

May 1978

1-2. Tri State Hospital Assembly, Chicago. Alfred Van Horn III, Exec. V.P., 435 Michigan Ave., Chicago, Ill. 60611.

1-3. Accounting Show Conf., New York City. Russell E. Flagg, V.P., Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

1-4. Premium Show, New York City. Jay R. Thalheim, 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

2-4. Nat'l SAMPE Symposium & Exbn., Anaheim. Marge Smith, Bus. Mgr., Soc. for the Advancement of Material Process Engineering, Box 613, Azusa, Calif. 91702.

3-6. Int'l Repro Graphic Blueprint Assn. Conv., Houston. Ray Good, Exec. V.P., 10116 Franklin Ave., Franklin Park, Ill. 60131.

4-6. Int'l Waste Equipment & Technology Expo, Miami Beach, Fla. Jeanne Hayes, Meetings Dir., National Solid Wastes Mgmt. Assn., Suite 930-1120 Connecticut Ave. NW., Washington, D.C. 20036.

7-10. Int'l Save Conference, Indianapolis. Eugene Smith, Conf. Chmn., Soc. of American Value Engineers, 2215 Allison Speedway Ave., Indianapolis Ind. 46224.

8-10. American Ceramic Soc. Expo, Detroit. Bernard Land, Pres., Exhibition Mgmt. Inc., 40 W. Ridgewood Ave., Ridgewood, N.J. 07450.

8-11. Aerospace Medical Assn. Scientific Meeting, New Orleans. Steven K. Herlitz, Exbn. Mgr., 850 Third Ave., New York, N.Y. 10022.

8-11. Offshore Technology Conf., Houston. Douglas L. Ducate, Conv. Mgr., 6200 N. Central Expwy., Dallas, Tex. 75206.

9-11. NEPCON East & Semi Conductor/Hybrid Microelectronics, Symposium & Exbn., New York City. Industrial & Scientific Mgmt. Inc., 222 W. Adams, Chicago, Ill. 60606.

9-11. Puerto Rico Health Industries Expo, San Juan, Puerto Rico. H. Garrett Diaz, Expo Dir., Mktg. Mgmt. Services Corp, P.O. Box 5171, Puerta de Tierra, P.R. 00906.

9-12. Nat'l Micrographics Assn. Conf. & Expo, Boston. John B. Bidwell, 8728 Colesville Rd., No. 1101, Silver Spring, Md. 20910.

10-12. Int'l Trucking Show, San Francisco. Gary Sherrard, Pres., 1240 Bayshore Hgwy., Burlingame, Calif. 94010. FBP.

14-17. Infant's & Children Wear Market, Atlanta. Frank Rossman, Miami Merchandise Mart, Suite 3380, 777 NW. 72nd Ave., Miami, Fla. 33125.

15-20. NFPA Meeting & Fire Safety Exbn., Anaheim. Albert B. Sears, Jr., Meetings Mgr., Nat'l Fire Protection Assn., 470 Atlantic Ave., Boston, Mass. 02210.

16-18. Int'l Freight & Containerization Show, Jacksonville. John Mullis, Paragon Production, P.O. Box 52444, Jacksonville, Fla. 32201.

16-18. Int'l Leather Goods Show, New York City. Int'l Trade Show, 545 5th St., New York, N.Y. 10017.

16-18. Int'l Powder & Bulk Solids Handling & Processing Conf. & Exbn., Rosemont, Ill. Industrial & Scientific Conf. Mgmt. Inc., 222 W. Adams, Chicago, Ill. 60606.

16-18. Middle Atlantic Health Congress, Atlantic City. Jack W. Owen, 1101 State Rd. CN1, Princeton, N.J. 08540.

16-18. Western Safety Congress & Exbn., Anaheim. Joseph M. Kaplan, Exec. V.P., 3388 W. 8th St., Los Angeles, Calif. 90005.

19-21. Int'l High Fidelity Show, Atlanta. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

20-24. NRA Restaurant Hotel/Motel Show, Chicago. Andrew P. Kelly, Conv. Dir., National Restaurant Assn., One IBM Plaza, Suite 2600, Chicago, Ill. 60611.

21-24. Int'l Security Conf., Chicago. A. Lilienthal, 2639 S. LaCienega Blvd., Los Angeles, Calif. 90034.

21-24. New York Stationery Show, New York City. George Little, Mgmt. Inc., 261 Madison Ave., New York, N.Y. 10016.

23-25. ELECTRO 78, Boston. William C. Weber, Jr., Gen. Mgr., Institute of Electrical & Electronics Engineers Inc., 999 N. Sepulveda Blvd., El Segundo, Calif. 90245.

27-Jun. 1. Women's & Children's Apparel Market, Dallas. Dolores Lehr, V.P. PR/Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

June 1978

4-7. Institute of Food Technologists Meeting & Food Expo, Dallas. Daniel E. Weber, Dir. of Conv., 221 N. LaSalle St., Chicago, Ill. 60601.

4-7. Nat'l Fashion & Boutique Show, New York City. Oscar Pluznick, Pres., 393 7th Ave., New York, N.Y. 10001.

4-7. Portland Gift Show, Portland, Ore. Western Exhibitors Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

5-8. Nat'l Computer Conf., Anaheim.

AFIPS 210 Summit Ave., Montvale, N.J. 07645.

6-9. Nat'l Maintenance & Operations Meeting, Reading. Paul R. Doelp, Dir., P.O. Box 1201, Reading, Pa. 19603.

8-11. Miami Foreign & Custom Auto/Cycle Expo, Miami. Larry Perl, 6915 Red Rd., Suite 228, Coral Gables, Fla. 33143.

10-13. Summer Consumer Electronics Show, Chicago. Bill Glasgow, Show Mgr., CES, 1 IBM Plaza, Chicago, Ill. 60611.

11-14. Housewares & Variety Merchandise Show, Los Angeles. Jay Thalheim, 98 Cutter Mill Rd., Great Neck, N.Y. 11021.

12-15. Nat'l Material Handling Show, Detroit. W. P. Hakanson, Public Relations Exec., Material Handling Institute Inc., 1326 Freeport Rd., Pittsburgh, Pa. 15238.

13-19. Chicago Home Furnishings Market & America's Nat'l Lamp Show, Chicago. Robert Larson, Dir. of Communications, 666 Lake Shore Dr., Chicago, Ill 60611.

14-16. Graphics '78, New York City. Ray Hellman, Dir., Conf. & Exbn., 3 Quintard Dr., Port Chester, N.Y. 10573.

17-19. Florida Furniture Mart, Orlando. Larry Karel, 2373 Collins Ave., Miami Beach, Fla. 33139.

17-20. Nat'l Assn. of Plumbing/Heating/Cooling Contractors, Las Vegas. Willi Madden, Conv./Expo Mgr., 1016 20th St. NW., Washington, D.C. 20036.

18-21. Las Vegas Gift Show, Las Vegas. Western Exhibitors Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

19-21. Western Material Handling & Packaging Show, San Francisco. A. Byron Perkins, Suite 104, 3951 E. Huntington Dr., Pasadena, Calif. 91107.

20-22. Cosmo Expo, New York City. Ken Field, Exbn. Mgr., Nat'l Expo Co., Inc., 14 W. 40 St., New York, N.Y. 10018.

20-22. Southwestern Food Service Conv., Houston. W. H. Price, Exec. V.P., Texas Restaurant Assn., P.O Box 1429, Austin, Tex. 78767.

20-22. Graphics Industry, San Jose Convention Ctr. Linda H. Cartlidge, Show Dir., Cartlidge & Assoc. 415 Clyde Ave., Suite C. Mountain View, Calif. 94043.

21-23. Int'l Trucking Show, Dallas. Gary Sherrard, Pres., 1240 Bayshore Hgwy., Burlingame, Calif. 94010.

24-27. Nat'l Assn. of Music Merchants Int'l Expo, Chicago. William R. Gard, Exec. V.P., 35 E. Wacker Dr., Chicago, Ill. 60601.

25-29. Professional Photographers of America Expo, Las Vegas. Donna R. McMahon, Conv. Dir., 1090 Executive Way, Des Plaines, Ill. 60018.

27-29. Safety Expo/78, Philadelphia. Howard A. Freed, Show Dir., Occupational Hazards Magazine, 614 Superior Ave. West, Cleveland, Ohio 44113.

26-29. Air Pollution Control Assn. Meeting & Exbn. Mgr., P.O. Box 2861, Pittsburgh, Pa. 15230.

July 1978

1-5. Cosmesis Club of Texas Cosmetic Show, Dallas. Market Center, 2100 Stemmons Freeway, Dallas, Tex. 75207.

1-7. Christmas Gift Jewelry & Housewares Show, Dallas. Market Center, 2100 Stemmons Frwy, Dallas, Tex. 75207.

2-9. American Optometric Assn. Congress, New Orleans. George Allen, Jr., Congress Mgr., 7000 Chippiwa St., St. Louis, Mo. 63119.

7-12. Transworld Housewares & Variety Exbn., Chicago. Ray Passis, Chmn., 466 Central Ave., Northfield, Ill. 60093.

9-11. Men's & Boys' Apparel Market, Atlanta. Bill Bishop, 4438 Lake Ivanhoe Dr., Tucker, Ga. 30084.

9-12. Int'l Housewares Marketplace, Chicago. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

9-12. Nat'l Fancy Food & Confection Show, New York City. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

10-13. Nat'l Housewares Expo, Chicago. Dolph Zapfel, Mng. Dir., 1130 Merchandise Mart, Chicago, Ill. 60654.

16-18. Chicago Craft-Hobby Industry Show, Chicago. Offinger Management Co., 1100 Brandywine Blvd., P.O. Box 2188, Zanesville, Ohio 43701.

16-20. Atlanta Home Furnishings Market, Atlanta. Don MacConaugha, 240 Peachtree St. NW., Atlanta, Ga. 30303.

21-24. ASID Int'l Expo of Designer Sources, Washington, D.C., Ed Gips, Expos. Coordinator, American Soc. of Interior Designers, 730 Fifth Ave., New York, N.Y. 10019.

21-30. UNIMART '78, Seattle. Richard L. Kirk, Exec. Dir., Washington State Int'l Trade Fair, 1706 Seattle Tower, Seattle, Wash. 98101.

23-26. Nat'l Assn. of Retail Grocers Conv. & Exbn., Atlanta. Ray Bouville, Dir. of Exhibits, P.O. Box 17412, Washington, D.C. 20041.

25-30. Arts, Crafts, & Indoor Plants, Los Angeles. Glen Beckman, 10992 Ashton Ave., Los Angeles, Calif. 90024.

August 1978

5-7. Florida Furniture Mart, Tampa. Larry Karel, 2373 Collins Ave., Miami Beach, Fla. 33139.

5-19. Nat'l Handbag Market Weeks, New York City. Edward Levy, Exec. Dir., 350 5th Ave., New York, N.Y. 10001.

6-9. American Conv. of Meat Processors, St. Louis. Robert L. Madeira, Exec. Dir., American Assoc. of Meat Processors, 224 East High St., Elizabethtown, Pa. 17022.

6-9. San Francisco Gift Show, San Francisco. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Cal. 94123.

8-12. Midwest Mobile/Modular Home Recreation Vehicle Show, South Bend. Dan Gilligan, Staff Asst., 3210 Rand Rd., Indianapolis, Ind. 46241.

14-17. National Hardware Show, Chicago. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017. FBP.

20-23. Seattle Gift Show, Seattle. Western Exhibitors Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

25-27. Southwest Marine Industries Trade Show, Dallas. Mrs. Evelyn Flow, 5766 Blue Ridge Dr., Fort Worth, Tex. 76112.

27-30. Gift & Decorative Accessories/Florida Merchandise Show, Miami Beach. Larry Karel, 2373 Collins Ave., Miami Beach, Fla. 33139.

27-30. Nat'l Fashion & Boutique Show, Los Angeles. Oscar Pluznick, Pres., 393 7th Ave., New York, N.Y. 10001.

September 1978

3-8. Gift, Jewelry & Housewares Show, Dallas. Delores Lehr, V.P., P.R./Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

6-15. Int'l Machine Tool Show, Chicago. Leonard Abrams, V.P., Nat'l Machine Tool Builders, 7901 West Park Dr., McLean, Va. 22101. FBP.

7-9. New England Ceramic League Show, Boxborough, Mass., Mar-Len Productions, 340 Main St., Suite 603, Worcester, Mass. 01608. John M. Crawford, Exec. V.P., 307-F Maple Ave. W., Vienna, Va. 22180.

7-9. Screen Print '78, St. Louis. John M. Crawford, Exec. V.P., 307-F Maple Ave. W., Vienna, Va. 22180.

10-12. Southeastern Shoe Show, Atlanta. A. K. Pentecost, Exec. Sec., Atlanta Mart, Suite 14-A-10, 240 Peachtree St., Atlanta, Ga. 30303.

10-13. Int'l Petroleum Expo, Tulsa. Martin C. Dwyer, Inc., 400 N. Michigan Ave., Chicago, Ill. 60611.

10-14. Int'l Assn. of Fire Chiefs Conf., Cincinnati. Donald D. Flinn, Gen. Mgr., 1329 18th St., NW., Washington, D.C. 20036.

11-14. American Hospital Assoc. Conv., Anaheim. Edmond J. Lanigan, Mgr., Conv. & Meetings, 840 North Lake Shore Dr., Chicago, Ill. 60610. FBP.

11-14. SAE Off Highway Vehicle Meeting & Exbn., Milwaukee. Dave Mitchell, Exbn. Sales Mgr., Soc. of Automotive Engineers Inc., 400 Commonwealth Dr., Warrendale, Pa. 15096.

12-15. WESCON (Western Electronic Show), Los Angeles. William C. Weber, Jr., Gen. Mgr. IEEE & ERA, 999 N. Sepulveda Blvd., El Segundo, Calif. 90245.

13-24. Eastern States Expos., W. Springfield, Mass. Susan Lavoie, Dir. of Sales, 1305 Memorial Ave., W. Springfield, Mass. 01089.

16-20. Int'l Woodworking Machinery & Furniture Supply Show, Louisville. Marvin C. Park, 600 Talcott Rd., Park Ridge, Ill. 60068. FBP.

16-20. Nat'l Tire Dealers & Retreaders Assn. Conv. & Trade Show, Detroit. W. C. Miller, Dir. Conv. Services, 1343 L St., NW., Washington, D.C. 20005.

17-19. American Soc. of Clinical Pathologists/College of American Pathologists, St. Louis. Steven K. Herlitz, Exbn Mgr., 850 Third Ave., New York, N.Y. 10022.

19-20. California Business & Industry Show, Anaheim. Larry Dysart, 1823 E. 17th St., Suite 123, Santa Ana, Cal. 92701.

19-21. Electro-Optics/Laser, Boston. Philip P. Ullo, Exec. V.P., 222 W. Adams, Chicago, Ill. 60606.

19-22. Bobbin Show/AAMA Conv., Atlanta. Ronald Segal, Dir, Bobbin Publications Inc., P.O. Box 527, 1110 Shop Rd., Columbia, S.C. 29202.

20-24. Int'l In-Water Boat Show, Norwalk, Conn. Frank Scalpone, Adm. V.P., Nat'l Assn. of Engine & Boat Mfrs., P.O. Box 5555 GCS, New York, N.Y. 10017.

22-26. Men's Apparel Nat'l Show, Palm Springs. Robert Mott, 110 E. 9th St., Suite B 265, Los Angeles, Calif. 90015.

22-Oct. 1. State Fair of Oklahoma, Oklahoma City. O. O. Sandy Saunders, 500 Land Rush St., Oklahoma City, Okla. 73107.

23-26. Int'l Sporting Goods Expo, New York City. Arthur W. Goettler, Show Dir., 200 Castlewood Rd., North Palm Beach, Fla. 33408.

23-27. The Air Show, Dallas. Joseph D. Coogan, Pres., The Air Show, Inc., 866 3rd Ave., New York, N.Y. 10022.

23-Oct. 1. Nat'l Dairy Cattle Congress, Waterloo, Iowa. Richard Byrum, Sec.-Mgr., P.O. Box 298, Waterloo, Iowa 50704.

25-28. Graph Expo, Kansas City, Mo. Philip W. Battaglia, Expo Mgr., Nat'l Assn. of Printers & Lithographers, 570 Seventh Ave., New York, N.Y. 10018.

26-28. NEPCON/Central, Rosemont, Ill. Industrial & Scientific Conf. Mgmt. Inc., 222 W. Adams, Chicago, Ill. 60606.

28-Oct. 1. Int'l Marine Trades Exbn. & Conf., Chicago. John Dobbertin, Mgr., 401 N. Michigan Ave., Chicago, Ill. 60611.

October 1978

1-4. Soc. of Petro Engineering Technical Conf. & Exbn., Houston. Douglas L. Ducate, Mgr., Meetings & Conv., 6200 N. Central Expressway, Dallas, Tex. 75206.

1-6. Water Pollution Control Federation Conf./Exbn. Anaheim. Tim Richer, Exbn. Mgr., 2626 Pennsylvania Ave., NW., Washington, D.C. 20037.

2-5. Nat'l Safety Congress & Expo, Chicago. Ken Eckholt, Congress Mgr., 425 N. Michigan Ave., Chicago, Ill. 60011.

3-5. Int'l Electric Vehicle Expo & Conf., Philadelphia. Jerry VanDyk, Expo Mgr., Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

4-8. Nat'l Office Products Assn., Chicago. Jerry Davis, Conv. Dir., 301 N. Fairfax St., Alexandria, Va. 22314.

4-8. World Dairy Expo, Madison. B. D. Craig, 1707 S. Park St., Madison, Wis. 53713.

5-8. Nat'l Conv./Exbn. Vending & Food Service Mgmt., Atlanta. Walter W. Reed, Dir. Public Relations, Nat'l Automatic Merchandise Assn., 7 S. Dearborn St., Chicago, Ill. 60603.

7-12. Int'l Assn. of Chiefs of Police, New York City. R. B. Angrisani, Asst. Dir., Administrative Services, 11 Firstfield Rd., Gaithersburg, Md. 20760.

7-16. Nat'l Arts & Antiques Festival, New York City. N. H. Mager, Dir., 11 Warren St., New York, N.Y. 10007.

9-12. Incentive Travel & Meeting Expo Show, Chicago. Gary D. Showalter, Asst. Mng. Dir., 7237 Lake St., River Forest, Ill. 60305.

9-12. Int'l Mining Show, Las Vegas. Glenn F. Jackson, V.P. Mfrs. Div., American Mining Congress, 1100 Ring Bldg., Washington, D.C. 20036. FBP.

9-12. Nat'l Premium Show, Chicago. Gary D. Showalter, Asst. Mng. Dir., 7237 Lake St., River Forest, Ill. 60305.

13-15. Nat'l Sporting Goods Assn. Fall Market, Anaheim. Robert J. Youngblood, Asst. Exec. Dir., 717 N. Michigan Ave., Chicago, Ill. 60611.

14-19. Int'l Public Works Congress & Equipment Show, Boston. Robert D. Bugher, Exec. Dir., American Public Works Assn., 1313 E. 60th St., Chicago, Ill. 60637. FBP.

15-18. Int'l Security Conf., New York City. A Lilienthal, 2639 S. LaCienega Blvd., Los Angeles, Calif. 90034.

15-19. Atlanta Int'l Trade Fair, Atlanta. Steven Schwartz, Dir., 240 Peachtree St., NW., Suite 2200, Atlanta, Ga. 30303.

15-19. NARD Drug Show & Conv., New Orleans. W. B. Simmons, Exec. Sec., Suite 2230, One E. Wacker Dr., Chicago, Ill. 60601.

16-19. Ass'n of Official Analytical Chemists Meeting, Washington, D.C., L. G. Ensminger, Box 540, Benjamin Franklin Station, Washington, D. C. 20044.

16-19. Building & Construction Expo & Conf., Chicago. Russell E. Flagg, V.P., Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017.

16-19. INFO '78 (Information Mgmt. Expo & Conf.), Chicago. Peter W. Nathan, Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

16-19. ISA Instrument Automation Conf. & Exbn. Philadelphia. P. N. Meade, Exbn. Dir., Instrument Soc. of America, 400 Stanwix St., Pittsburgh, Pa. 15222. FBP.

16-19. Wire Assn. Conv., St. Louis. C. H. Eltwanger, Exec. Sec., 1570 Boston Post Rd, Guilford, Conn. 06437.

17-19. American Soc. of Civil Engineering Expo, Chicago. Fred Favata, Exhibit Mgr., ASCE, 345 E. 47th St., New York, N.Y. 10017.

17-19. Int'l Coal Utilization Conv., Houston, David I. Johnson, Sr. V.P., 6006 Bellaire Blvd., Suite 101, Houston, Tex. 77081.

17-19. Point-of-Purchase Advertising Inst. Exbn., Chicago. Dorothy A. May, 60 E. 42nd St., New York, N.Y. 10017.

18-20. Florida Restaurant Assn., Miami Beach. Jerome Robinson, Exec. Dir., 1077 NE. 125 St., North Miami, Fla. 33161.

19-27. Southern Furniture Market Show, High Point, N.C. Robert P. Gruenberg, Gen. Mgr., P.O. Box 828, High Point, N.C. 27261.

22-26. American Dental Assn. Session, Anaheim. Janet L. Walquist, 211 East Chicago Ave., Chicago, Ill. 60611.

24-26. Int'l Nonwovens & Disposables Assn. (IDEA: 78), Chicago. Robert T. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y. 10017.

25-28. Fish Expo, Boston. David Jackson, 21 Elm St., Camden, Me. 04843.

27-29. Amusement & Music Operators Assn. Expo & Trade Show, Chicago. F. M. Granger, Exec. V.P., 35 E. Wacker Dr., Chicago, Ill. 60601.

28-31. Int'l Footwear Mfg. Conf. & Expo, St. Louis. Louise Collins, American Footwear Industries Assn., 1611 N. Kent St., Arlington, Va. 22209.

28-Nov. 3. Federation of Analytical Chemistry & Spectroscopy Societies, Boston. E. Ruffing, J & R Assoc., Inc., 125 Westview Rd., Upper Montclair, N.J. 07043.

29-Nov. 2. INFO/EXPO Int'l Conf. & Business Expo, New Orleans. Lila Suurmeyer, Conf. Coordinator, Data Processing Mgmt. Assn., 505 Busse Hgwy., Park Ridge, Ill. 60068.

30-Nov. 3. Int'l Packaging Week, Chicago. Claude S. Breeden Jr., Exec. Dir., Packaging Machinery Mfrs. Inst., 2000 K St., NW., Washington, D.C. 20006. FBP.

November 1978

1-3 AATCC Nat'l Technical Conf., Anaheim. American Assn. of Textile Chemists & Colorists, AATCC Technical Ctr., P.O. Box 12215, Research Triangle Park, N.C. 27709.

1-3. Int'l Film & TV Festival of New York. Herbert Rosen, Chmn., 251 W. 57th St., New York, N.Y. 10019.

2-5. Atlanta Int'l Marine Trades Expo, Atlanta. John Wintziner, Southern Exposition Mgmt. Co., 3384 Peachtree Rd. N.E., Suite 311, Atlanta, Ga. 30326.

4-10. Keystone Int'l Livestock Expo, Harrisburg. Charles A. Itle, Mgr., Farm Show Bldg., P.O. Box 3362, Harrisburg, Pa. 17120.

5-8. Int'l Hotel/Motel & Restaurant Show, New York City. John C. Egan, Gen. Mgr., 141 W. 51st St., New York, N.Y. 10019.

5-9. Food & Dairy Expo '78, Anaheim. Fred J. Greiner, Dairy & Food Industries Supply Assn. 5530 Wisconsin Ave., Washington, D.C. 20015. FBP.

7-9. Hydraulics & Pneumatics Show, Philadelphia. Howard A. Freed, Show Dir., 614 Superior Ave. W., Cleveland, Ohio 44113.

7-9. Materials Show, Philadelphia. Howard A. Freed, Show Dir., 614 Superior Ave. W., Cleveland, Ohio 44113.

7-9. MIDCON/78, Dallas. Wm. C. Weber, Gen. Mgr., Institute of Electrical & Electronics Engineers, Inc., 999 N. Sepulveda Blvd., El Segundo, Calif. 90245.

7-9. Powder Coating Conf. & Expo, Cincinnati. William J. Hilty, Soc. of Mfg. Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

7-9. Power Transmission Design Show, Philadelphia. Howard A Freed, Show Dir., 619 Superior Ave., Cleveland, Ohio 44113.

7-18. American Royal Livestock Horse Show & Rodeo, Kansas City. Laurence Pressly, 1701 American Royal Court, Kansas City, Mo. 65102.

8-10. Mountain States Industries Show, Philadelphia. Richard A. Haughton, Pres., Industrial Expos. Inc., 500 Lakeside Nat'l Bldg., 4704 Harlan St., Denver, Colo. 80212.

11-14. American Meat Inst. Conv., Chicago. Charles Yuska, Conv. Dir., P.O. Box 3556, Washington, D.C. 20007.

11-15. Nat'l Swimming Pool Inst. Conv. & Expo, Atlanta. Ruth T. Williams, Dir. of Conv. & Shows, 2000 K St., NW., Washington, D.C. 20006.

12-15. Nat'l Frozen Food Conv. & Expo, San Francisco. Richard C. Funk, Exec. V.P., One Chocolate Ave., P.O. Box 398, Hershey, Pa. 17033.

13-16. American Heart Assn., Dallas. Steven K. Herlitz, Exbn. Mgr., 850 Third Ave., New York, N.Y. 10022.

14-16. Annual Publishing Conf. & Expo, New York, N.Y., Ms. Terry Schaberg, Expo Dir., 125 Elm St., P.O. Box 697, New Canaan, Conn. 06840.

14-16. Automotive Parts & Accessories Assn. Show, Chicago. James Sobczak, Mgr. Dir., Hall-Erickson, Inc., 7237 Lake St., River Forest, Ill. 60305.

14-16. Int'l Pollution Engineering Expo & Congress, Houston. Peter W. Nathan, V.P., Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

14-16. Plant Eng. & Maintenance Show & Conf., South, Houston. Peter W. Nathan, V.P., Clapp & Poliak Inc., 245 Park Ave., New York, N.Y. 10017.

17-19. Nat'l Decorating Products Show, St. Louis. Lillian Smysor, Conv. Mgr., 9334 Dielman Industrial Dr., St. Louis, Mo. 63132.

28-30. Int'l Soft Drink Industries, Atlanta. Peter W. Nathan, Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017.

28-Dec. 1. RVIA Nat'l RV Show, Louisville. Dennis S. Corcoran, Nat'l Show Dir., Recreation Vehicle Industries Assn., P.O. Box 204, Chantilly, Va. 22021.

December 1978

4-6. Nat'l Telecommunications Conf., Birmingham. H. T. Uthlaut, Jr., Gen. Chmn., S. Central Bell, P.O. Box 405, Birmingham, Ala. 35202.

6-8. Mini/Micro Computer Conf. & Expo., Anaheim. Robert D. Rankin, 5544 E. La Palma, Anaheim, Calif. 92807.

14-17. Dixie Farm Show, Atlanta. Bill T. Hardman, Treas. H & H Productions, Ltd., 1380 W. Paces Ferry Rd., Suite 100, Atlanta, Ga. 30327.

January 1979

4-6. Farm Store Merchandising Conf. & Trade Show, Kansas City. Paul Anderson, Pres., Box 1092, Minneapolis, Minn. 55440.

5-7. Int'l Motorama, Phoenix. William Moeller, Pres., Pacific Promotions Inc., P.O. Box 1518, Canoga Park, Calif. 91304.

5-7. Northeastern Retail Lumbermen's Assn. Expo, Boston. Horace G. Pierce, Exec. V.P., 339 East Ave., Rochester, N.Y. 14604.

5-8. Winter Consumer Electronics Show, Las Vegas. Bill Glasgow, Show Mgr., CES 1, IBM Plaza, Chicago, Ill. 60611.

7-9. Men's Western Wear Market, Dallas. Delores Lehr, V.P., P.R./Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

8-29. Nat'l Handbag Market Weeks, New York City. Edward Levy, Exec. Dir., 350 5th Ave., New York, N.Y. 10001.

10-15. Nat'l Audio-Visual Conv. & Exbn., New Orleans. James P. Thompson, Conv. & Exbn. Mgr., Nat'l Audio-Visual Assn. Inc., 3150 Spring St., Fairfax, Va. 22030.

12-20. Nat'l Western Stock Show, Denver. Willard E. Simms, Gen. Mgr., 1325 E. 46th Ave., Denver, Colo. 80216.

14-16. Pulp & Paper World Conf./Expo, Atlanta. Ken Field, Exhibit Mgr., Nat'l Expositions, 14 W. 40th St., New York, N.Y. 10018.

14-17. Portland Gift Show, Atlanta. Western Exhibitors, Inc., 2181 Greenwich St., San Francisco, Cal. 94123.

14-19. Winter Home Furnishings Market, Dallas. Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

15-18. Nat'l Housewares Expos., Chicago. Dolph Zapfel, Mng. Dir., 1324 Merchandise Mart, Chicago, Ill. 60654.

20-24. Nat'l Assn. of Home Builders Conv. & Educ. Expo, Miami Beach. Edward F. Connors, Exec. Sales Dir., 15th & M St. NW., Washington, D.C. 20005.

20-25. Women's & Children's Apparel Market, Dallas. Delores Lehr, V.P., P.R./Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

21-23. Atlanta Home Furnishings Market, Atlanta. Don MacConaugha, 240 Peachtree St. NW., Atlanta, Ga. 30303.

21-24. Int'l Expo for Food Processors, San Francisco. Food Processing Machinery & Supplies Assn., 7758 Wisconsin Ave., Washington, DC. 20014.

23-25. Southwestern Mfg. & Tool Show, Houston. William J. Hilty, Dir. of Expo/Sp Programs, SME 20501 Ford Rd., Dearborn, Mich. 48128.

25-27. Int'l Poultry Conv., Atlanta. Harold E. Ford, Exec. Dir., Southeastern Poultry & Egg Assn., 1456 Church St., Decatur, Ga. 30030.

29-Feb. 1. Int'l Air Conditioning, Heating, Refrigerating Expo, Philadelphia. V. McDonnell, Pres., Int'l Exposition Co., 200 Park Ave., New York, N.Y. 10017.

February 1979

1-2. Southern Farm Show, Raleigh. Robert E. Zimmerman, Pres., Southern Shows, Inc., 1945 Randolph Rd., Charlotte, N.C. 28207.

1-25. Atlanta Int'l Sport & Travel Show, Atlanta. Robert S. Hart, Jr., H & H Productions Inc., 1172 W. Galbraith Rd., Cincinnati, Ohio 45231.

4-7. San Francisco Gift Show, San Francisco. Western Exhibitors Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

4-7. Southwestern Men's & Boys' Apparel Market, Dallas. Delores Lehr, V.P., PR/Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

4-9. Int'l Turfgrass Conf. & Show, Atlanta. James R. Brooks, Dir. Industrial Relations, 1617 St. Andrews Dr., Lawrence, Kan. 66044.

6-9. World Fair for Technology Exchange, Atlanta. Dvorkovitz & Assoc., P.O. Box 1748, Ormond Beach, Fla. 32074.

8-11. Nat'l Sporting Goods Assn. Conv. & Show, Chicago. Robert J. Youngblood, Asst. Exec. Dir., 717 N. Michigan Ave., Chicago, Ill. 60611.

10-14. Nat'l Automobile Dealers Assn. Equipment Expo, Las Vegas. Stephen R. Pitt, Conv. Dir., 8400 Westpark Dr., McLean, Va. 22101.

10-14. Precast Concrete Industries Expo, Cincinnati. Gary H. Munstermann, Admin. Asst., 20 N. Wacker Dr., Chicago, Ill. 60606.

17-25. Nat'l Antiques Show, New York City. N. H. Mager, Dir., 11 Warren St., New York, N.Y. 10007.

18-20. Decor Show, New York City. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

18-20. Int'l Cycle Show, New York City. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

18-20. Int'l Toy Fair and Nat'l Miniatures Show, New York City. Int'l Trade Shows, 545 Fifth Ave., New York, N.Y. 10017.

18-21. Seattle Gift Show, Seattle. Western Exhibitors Inc., 2181 Greenwich St., San Francisco, Calif. 94123.

22-28. Miami Int'l Boat Show, Miami Beach. John Rogers, Exec. Mgr., 1570 Madruga Ave., Coral Gables, Fla. 33146.

24-Mar. 4. Southern Living Show, Charlotte, N.C., Robert E. Zimmerman, Pres., Southeastern Shows Inc., 2500 E. Independence Blvd., Charlotte, N.C. 28205.

25-Mar. 2. INTELCOM '79, Dallas. Robert T. Kenworthy, Inc., 866 United Nations Plaza, New York, N.Y. 10017.

26-Mar. 2. SAE Automotive Congress & Expo, Detroit. Dave Mitchell, Exbn. Sales Mgr., Soc. of Automotive Engineers, Inc., 400 Commonwealth Dr., Warrendale, Pa. 15096.

March 1979

2-4. Menswear Retailers of America Nat'l Conv. & Menswear Show, New Orleans. Don J. DeBolt, Exec. Dir., 390 Nat'l Press Bldg., Washington, D.C. 20045.

2-11. Dayton Sportsmen's Travel Trailer & Boat Show, David Fisher, Gen. Mgr., 1001 Shiloh Spr. Rd., Dayton, Ohio 45415.

3-11. Western New York Boat Show, Niagara Falls, N.Y. Jay Silberman, V.P., Creative Mall Promotions, Inc., 48 Landing Dr., Marlton, N.J. 08053.

4-7. Nat'l Home Ctr./Home Improvement Congress & Expo, Atlanta. Marvin C. Park, Show Mgr., 600 Talcott Rd., Park Ridge, Ill. 60068.

5-9. Pittsburgh Conf. on Analytical Chemistry & Applied Spectroscopy, Cleveland. Jane H. Judd, Pres., Westinghouse Bettis Plant, P.O. Box 70, W. Mifflin, Pa. 15122.

7-11. Birmingham Home & Garden Show, Birmingham. David Campbell, Pres., P.O. 20235, Birmingham, Ala. 35216.

11-15. Int'l Turbine Congress, San Diego. T. E. Stott, Div. Sec., Stal-Laval Inc., 400 Executive Blvd., Elmsford, N.Y. 10523.

14-16. Electric Power & Farm Equipment Show, Madison. Wisconsin Power Equipment Retailers Assn., 3414 Monroe St., Madison, Wis. 53711.

18-22. Dallas Toy Show, Dallas. Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

19-22. WESTEC (Western Metal & Tool Conf. & Expo), Los Angeles. William J. Hilty, Expo/Conf., SME 20501 Ford Rd., Dearborn, Mich. 48128.

20-22. Mid-West Health Congress, Kansas City. Margaret S. Barber, Exec. Dir., 208 Nichols Rd., Kansas City, Mo. 64112.

20-22. Nat'l Mail Order Merchandise Show, New York City. Bernard Lane, Pres., Exhibition Mgmt. Inc., 40 W. Ridgewood Ave., Ridgewood, N.J. 07450.

21-23. Int'l Trucking Show, Anaheim. Gary Sherrard, Pres., 1240 Bayshore Hgwy., Burlingame, Calif. 94010.

25-28. Nat'l Assn. of Broadcasters Conv., Dallas. Harold Niven, V.P., Nat'l Assn. of Broadcasters, 1771 N St., NW., Washington, D.C. 20036.

25-28. Women's Apparel Show, Atlanta. Nan Sherry Hill, Atlanta Mart, 240 Peachtree St., NW., Atlanta, Ga. 30303.

28-Apr. 1. Atlanta Toy Fair, Atlanta. Ted Conrad, Show Mgr., 3384 Peachtree Rd., Suite 311, Atlanta, Ga. 30326.

31-Apr. 5. Women's & Children's Apparel Market, Dallas. Delores Lehr, V.P., P.R./Advertising, Dallas Market Ctr., 2100 Stemmons Freeway, Dallas, Tex. 75207.

About This List

The listing of international trade fairs in 56 foreign nations that begins on page 19 was compiled by U.S. economic and commercial officers at American Embassies abroad, and also reflects the assistance of officials of the U.S. Department of State in Washington. The schedule of exhibitions in the United States that follows was developed in cooperation with the Commerce Department's United States Travel Service.

U.S. firms are reminded that the organizers of many exhibitions not listed on these pages would welcome their participation or attendance.

Canton In 1978

The widely-noted commercial fairs at Kwangchow (Canton) in the People's Republic of China will again be held in 1978, the spring version from April 15 to May 15 and the fall event from Oct. 15 to Nov. 15. Officially called the Chinese Export Commodities Fairs, these fairs have major commercial significance. However, primary activity is with foreign importers of Chinese goods. Attendance from outside the country is by invitation only.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about licensing and joint venture proposals, opportunities to sell to foreign enterprises, details on major construction and expansion projects, and visiting buyers.

Licensing, Investment Abroad

NIGERIA—Hong Kong partner of three Nigerian manufacturing companies has **surplus capital which cannot be exported because of foreign exchange controls.** Seeks American technical and equity participation in a new venture. Open to proposals for any viable project. Assembly operations are of interest. Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771116. OPIC.

0252—QATAR—Firm seeks contact with U.S. companies interested in a joint venture for **production of chicken eggs.** Initial production will be 15,000 eggs per day with expansion to 25,000 after one or two years. Production of poultry not of interest. Marco Sideris, Public Relations Manager, Teyseer Trading & Contracting Co., P.O. Box 1556, Doha, Qatar, Telex: 4292 YOUSR DH; Cable: YOUSR; Telephone: 321883. P-771104.

1623, 1731, 4911—SAUDI ARABIA—New firm seeks collaboration with U.S. companies engaged in **electrical contracting, particularly in distribution and transmission systems.** Contact is also desired with **electrical suppliers, electrical maintenance companies and with utility operating companies.** Owner has an American electrical engineering degree and several years of field experience. Additional information available from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771105. OPIC.

2272—JAPAN—Firm seeks an exclusive licensing arrangement for latest U.S. technology for **dyeing and printing all kinds of carpets woven with cotton, wool or synthetic fiber.** Joint venture operation will also be considered. Firm operates a dyeing mill for cotton carpets established 116 years ago. Three subsidiaries are engaged in dyeing and printing carpets and other fabrics. Consolidated sales in fiscal year 1976 were $20 million. Mutsuhito Yamada, President, Yamada Kuma Dyeing Works, Ltd., 1421 Shimizu-cho, Fukai, Sakai City, Osaka Prefecture 593, Japan, Telephone: Sakai (0722) 78-0581; Telex: 5374-024. P-771115.

2861—PAKISTAN—Firm seeks U.S. partner to establish a plant producing **guar gum, guar meal and guar split** in various quantities totalling 3,375 tons per year. Estimated cost of project: $1 million. U.S. partner would receive 49 percent equity for contributing technical know-how for manufacturing and exporting the products. Company is currently engaged in the manufacture of sugar and molasses. H. A. Sattar Mohammed, Senior Executive, Bawany Sugar Mills Ltd., Third Floor, Bank House No. 1, Habib Square M. A. Jinnah Road, Karachi, Pakistan. P-771117. OPIC.

3479—JAPAN—Manufacturer of precision parts for computer peripherals seeks technical know-how to utilize **powder metallurgy for manufacturing small precision structural shapes.** The firm currently employs the "Lost Wax" investment casting process in the manufacture of type slugs for train printers. Takeshi Takagi, Assistant Director, Int'l Div. Kyuroku Corp., 7-18-18 Roppongi, Minato-ku, Tokyo 106, Cable: TAKAKUROKU TOKYO; Telex: J23527. WTDR. P-771106.

3511—BELGIUM—A large manufacturer of pressure vessels, heat exchangers, water boilers and similar equipment seeks a license to fabricate **complete line of steam generating plants.** Firm believes it can adequately produce, sell and service in the European market. Range of generators should be 300-5000 Kg. steam per hour. It should be possible to incorporate a European standard compact burner for dual firing, and in accordance with different boiler codes. Company has 550 employees, and maintains engineering and drafting section. Has modern machinery shop, sheet metal department and all welding facilities. Is familiar with different European inspection organizations, boiler codes and material specifications. R. Puis, Construction Engineer, Henschel Engineering, Boomsestweenweg 604, 2610 Wilrijk, Belgium Telex: 31742; Telephone: 301/27.78.60. Further details available from Overseas Products & Investment Opportunities Staff, Office of Export Development Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771107.

3533—GERMANY—Seeks license or joint venture to produce **well drilling equipment.** Established in 1952, firm presently supplying domestic market with well drilling tools. Sound financial position. Erich Adank, I.P.S. Industrie Produkte Service GmbH, Tiergarten 108, 3301 Braunschweig (Lamme), Germany. Telephone: 0531/51991. P-771120.

3537—GERMANY—Seeks representation or similar agreement to distribute **industrial tractors and tractor attachments** used by community utilities and other industries. Firm markets automobiles, automotive accessories and spare parts and represents several German automotive manufacturers on an exclusive basis. Employs 50, enjoys fine reputation. Seeks to cooperate with U.S. concern of the same approximate size. Klaus Berendsen, Business Manager, K. Berendsen GmbH & Co. KG, UNIMOG- Generalvertretung, Pfinzstrasse 87/91, D-7500 Karlsruhe, Germany. Telephone: 721/401021; Telex: 7825807. WTDR. P-771108.

3553—TRINIDAD & TOBAGO—Seeks license to manufacture equipment to make **threaded wooden connectors and corresponding threaded holes to receive the connectors.** Also prepared purchase the equipment. Firm is a large manufacturer of wooden and household office furniture. Allan E. Walker, Director, Lumber Industries Ltd., P.O. Box 155, Port of Spain, Trinidad, W.I., Cable: LILWOOD; Telephone: 662/4411. P-771114. OPIC.

3561—GERMANY—A manufacturer of oil burner pumps, high pressure gear pumps and other hydraulic equipment seeks licenses. Wants to produce **hydraulic components, pumps (except gear pumps) and other regulating and controlling equipment.** Established in 1935, the firm employs 270. Exports to all of Europe and Australia. Well managed. Dr. Erwin Schultz, Manager, Otto Eckerle GmbH & Co. KG, Benzstrasse 6, PO Box 40, D-7502 Malsch near Karlsruhe, Germany. Telephone: 7246/355-358; Telex: 782785. Copies of the firm's product literature are available from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021. U.S. Department of Commerce, Washington, D.C. 20230. P-771112.

3585—EGYPT—Seeks an established U.S. firm for joint venture to **assemble refrigerators and freezers.** Egyptian firm is an importer and distributor specializing in cold storage and refrigeration equipment. Has supplied Egyptian Government with fire trucks and fire fighting equipment. American partner is asked to contribute technical know-how and 10-15 percent equity. Egyptian company believes there is large potential domestic market, other Middle East countries. Abd Al-Aziz Eid, Director General, Heliopolis Int'l Trading Co. (HITCO), 49 Alexandria Street, Heliopolis, Cairo, or P.O. Box 1025, Cairo; Telephone: 873124; Telex: 92250 ATICO UN. P-771119. OPIC.

3589—FRANCE—Manufacturer of waste water equipment seeks licenses for **reverse osmosis processes and waste water apparatus.** Established in 1956, the firm employs 20, including two salesmen. Well managed, good commercial reputation. Robert Andrieu, President, S.A. Eau Et Industrie, 13 Cite Joly, 75011 Paris, France. P-771118.

3612—PHILIPPINES—A leading contractor seeks a joint venture to produce **distribution transformers, transmission towers and porcelain insulators.** Firm is currently involved in several major construction projects for irrigation and power generation. Also makes electrical wire and cable for southeast Asian markets. Vicente S. De La Cruz, Asst. Vice President, Electrical and Mechanical Dept., Phesco, Inc., 73 Quezon Blvd. Extension Quezon City, Philippines. P-771113. OPIC.

3829—GERMANY—Seeks license to manufacture **thickness, radium and screw pitch gauges.** Company currently produces physical property testing instruments. Estab-

lished 1927, employs 120. Wolfgang Conzelmann, Jakob Metzger KG, Messwerkzeugfabrik, Heinrich-Heine-Strasse 45, D-7470 Albstadt 3-Onstmettingen, Germany. Telephone: 07432/2661; Telex: 07-63899. WTDR. P-771109.

3861—URUGUAY—Seeks license to manufacture **heat sensitive paper.** Enrique Torrents, Manager, Sensitherm S.R.L., Bulevar Artigas 3150, Montevideo, Uruguay. Telephone: 298176. P-771110.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, or licensing agreement, write to the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY—Patented fluorescent lighting fixtures. Company needs production facility on the east coast of the U.S. of about 2,400 to 3,600 square yards and office space of about 240 yards, both to be rented in the beginning. Initial labor force requirements are 25 to 30 workers, to be increased to 50. Heinrich Korte, Korte-Licht, Postfach 167, Grosswolder Str. 60-62, D-2957, Ihrhove. File-3686

Joint venture

GERMANY—Plastic seedling pots and plant containers, produced by injection molding. For the joint venture in the U.S., the German firm's needs are 30,000 square feet in the beginning phase. It will employ between 20 and 40 workers. Part of its investment will consist of plastics processing machinery and technical know-how. Guido Schmidt, Gebr. Poeppelmann Kunststoffwerk, Bakumer Strasse, Postfach 1160, 2842 Lohne (Oldb.). File-3687

GERMANY—Company that designs and installs, but does not manufacture, complete electro-technical systems for residential and industrial buildings including ventilation, communication, air conditioning, heating systems, kitchen facilities, and bathrooms, is interested in establishing a joint venture in the U.S. with a U.S. electro-technical assembling firm or an engineering firm in the field of commercial/residential electro-technical design. The company has a number of newly-developed techniques and patented systems with emphasis on energy savings. Dr. Klaus Werner, Mgr., Turbon-Tunzini Klimatechnik GmbH, Carl-Diem-Weg, 5070 Bergisch Gladbach. File-3688

Licensing

AUSTRALIA—Computer. Product is basically a transparent graph card on which drawn lines, angled to the vertical, represent the vertical and horizontal components of specific compartment loads. This simple computer enables aircraft loading to be calculated easily and accurately. Harold B. Morton, 36 Moro Street, Kelvin Grove, Queensland 4059. File-3689.

AUSTRALIA—Specialized plastic material that has the capacity to be foamed to any density and shape and which has a very low thermal conductivity. This product of interest to companies in the insulating field and developers of solar energy equipment. J. Sanda, Dir., Research & Development, Sanlon Resins Pty. Ltd., P.O. Box 225, Gosford N.S.W. 2250. File-3690

FRANCE — Switches, disconnect and changeover, for high DC and AC currents. C. F. Maupas, Ets. Fouilleret, Saint-Loup-de-Naud, 77650 Longueville. File-3691

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

GERMANY—Building techniques and special glass panels for heat and sound control, and optimum sunshine. Horst Sima, Junior System BAU GmbH, D-3380 Goslar, Imschleeke. File-3692

GERMANY—Mechanical feed power unit for drilling, boring, turning and milling machines (tumbling gear planetary transmission). Herr Schell, Schell Normbauteile GmbH, Teinacherstr. 40, D-7140 Ludwigsburg-Eglosheim. File-3693

GERMANY—Handwheel for metric-inch conversion used on spindles with pitch in the linear or metric system. Prof. Dr. Ing. Hagedorn, Vogelsangstr. 151, 5600 Wuppertal. File-3695

GERMANY—Waste gas exchangers for industrial and domestic applications. Patented process is based on an advanced high recovery process for utilization of excess waste gas from oil and gas-fired combustion engines and plants. Guenther Nau, Muehlenstrasse 12, D-5471 Kretz. File-3696

GERMANY — Water ski-bob; low-horsepower-motor driven. U.S. Patent No. 4,014,283, March 29, 1977. Crnogorac Ferdo, c/o Jurisic, Niessenstr. 56, 4150 Krefeld-Bockum. File-3697

GERMANY—Textile sunshades and sun protecting window awnings. Company wants cross licensing with manufacturers of canvas products. Gerhard Gillissen, c/o Gillissen Sunshine Markisen, Weststr. 1-7, 4424 Stadtlohn. File-3698

GERMANY — Fodder preparation-treatment machines; pulverizing and mixing machines, feed grinders, beater mills, blowers for shredding machines, oat crushers, feeding screws, grain roller shovels and forage wagons. Herr Heger, Jr. Maschinenfabrik Alois Heger, Zaberstrasse 26, D-7033 Herrenberg 1. File-3699

GERMANY—Metal and PVC insulation tubes; flexible and rigid, corrugated and smooth, to be used by the electrotechnical industry. Company also offers flexible drainage tubes. Herr Lange, Hegler-Plastik GmbH, D-8735, Oerlenbach ueber Bad Kissingen. File-3700

GERMANY — Waldemar H. Kurpanek, Mercatorstr. 3, 4000 Duesseldorf, offers the following: 1) Magneto-motive bistable switching devices covered by U.S. Patent Nos. 3,768,051, 3,786,385, and 3,789,333. File-3701. 2) Pulsatile magneto-motive artificial heart as well as the accompanying blood flow control valve. File-3702

PERU—Educational game playing device adaptable for purposes of playing chess, checkers, Chinese checkers, battle games,

and the like wherein the player matches his wits against data cards that contain selective information. The game playing device contains a game board which, in the case of chess would have 64 positions, and data cards that contain information punched thereon and which, when fed into the game playing device, cause the light source to be illuminated beneath the game board to indicate the various moves to be contemplated by the player. Gerardo Cahn-Hidalgo, Teniente Romanet 135, San Isidro, Lima 27. File-3703

SWEDEN — Roland Evhammar, AB Svenska Flaktfabriken, S-351 87 Vaxjo, is seeking U.S. sub-contractors to manufacture: 1) Steel framework. File-3704. 2) Ducts in sheet metal. Thickness of sheet metal 1.5-3.0 MM. File-3705. 3) Cutting of sheet metal (seeks manufacturer with rollers about 4 thousand MM., with teeth). File-3706. 4) Piping construction; bending and welding of hydraulic pipes and machine-shaping (turning) of pipe-casing, diameter 200 MM., Length 4 thousand MM. File-3707. Company is one of the largest Swedish manufacturers/exporters of fans, air conditioners, and various systems for air treatment.

SWITZERLAND—Ski clothing. Mr. Zuercher, Mgr., Hans Isler AG, Basel. May be contacted in Switzerland; or at the NSGA Sporting Goods Show, Houston, Jan. 26-29; or communication to him can be made by George Keen, Foreign Buyers Program, U.S. Department of Commerce, Rm. 2316, Washington, D.C. 20230, phone 202-377-2068. File-3708

UNITED KINGDOM—Boiler; new concept, high efficiency, natural gas fired, modular, for domestic, commercial and industrial applications, in the range of 50KW. to 300 KW. Dr. H. A. Cheetham, Advance Industrial Developments Ltd., 18 Mannings Heath Road, Parkstone, Poole BH12 4NQ. File-3709

UNITED KINGDOM — Beer. Company wants its beer produced in the U.S. under license. Everards Brewery Ltd., Tiger Brewery, 39 Castle Street, Leicester, LE1 5WL. File-3710

Egypt Outlines Lumber Requirements For 1978

A recent report by the American Consulate in Alexandria outlines Egypt's timber requirements for the coming year. Species of interest include white wood (spruce and hemlock), red wood (beech, Douglas fir), plywood, poplar and hardwoods.

The Consulate also reviews the operations of the Societe Commerciale des Bois, "FABAS". This organization arranges timber imports and handles 95 percent of Egypt's lumber. It employs over 2,000 and operates one of the world's largest lumber yards. The Egyptian lumber market currently stands at 800,000 to 1,000,000 cubic meters annually and is expected to double over the next five years.

Officials of FABAS are interested in importing U.S. lumber and are prepared to discuss requirements with American concerns. To obtain further information write: Mr. Magdi El Dardiri, Chairman, Societe Commerciale des Bois, "FABAS", 1 Rue Sit Misr, Wardian, Alexandria, Egypt. Copies of the report are available from Overseas Products & Investment Opportunities Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-771111.

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Direct Sales

Bituminous coal, lignite mining

1211000—PORTUGAL—Bituminous coal. To supply large thermoelectric power plant to operate in Portugal. Electricidade de Portugal (EDP) is a public enterprise producing & distributing electricity in Portugal. Reply to Abilio Fernandes, Dir., Electricidade de Portugal, EDP-EP, Direccao do Equipamento Termico, Rua Mouzinho da Silveira, 14, Lisbon 2, Portugal. Telex 12415; tel. 563571.

Apparel, accessories

2389091—NETHERLANDS—Carnival costumes, cowboy and indian. Estab. 1945, staff of 40, authorized & paid in capital fls. 50,000, annual sales fls. 1,000,000. Bankers—Algemene Bank Nederland N.V., Nijmegen. Recommend transactions on secured basis. Reply to—H. J. Stevens, Mgr., H. J. Stevens B.V., PO. Box 118, Koopvaardijweg 3, Nijmegen, Netherlands. Tel. 080-775951.

Industrial chemicals

2812490—WEST GERMANY—Calcinated soda. Firm founded 1973. Annual turnover DM 2 million. 4 employees. Reply to—Wolfgang Weiss, PTR Papier & Textil-Rohstoff Handelsgesellschaft mbH & Co. KG, Dehnstrasse EQ, 3370 Seesen/Harz, Germany. Telex 09 57337. Tel. 05381-3888.

Steel mill products

3312600, 3494333-98, 3536138-211, 9915102 —MEXICO—Procurement, installation, & testing of following equip. for electromechanical works of Bacurato & Comedero dams in state of Sinalda: pressure pipe made of steel plate A-36, i.d. 3.75m, 4.00 m, 3.50m & 3.85m; butterfly valves, dia. 2.70m. & 4.00m, for hydrostatic pressures of 92.om & 89.om respectively; butterfly valves, dia. 2.60m & 3.85m, for hydrostatic pressures of 116.om; hollow-jet valves, dia. 2.00m, for hydrostatic head of 92.00; hollow-jet valves, dia. 3.50m, hydrostatic head of 116.om; electric gantry crane, 20 ton cap., incl. sliding rails; electric gantry crane, 15 ton cap., incl. sliding rails; electric or manual hoists, 110 ton cap.; electric or manual hoists, 55 ton cap. Financed by Intl. Bank for Reconstruction & Dev., & Interamerican Dev. Bank loans. Interested firms must be registered with Secretariat of Programming & Budget either directly or through their reps. Reliability, tech. & financial cap., availability of equip. & parts & service cap. will be considered in bid selection. Firms selected to bid will be notified when project program completed. Reply to—Ing. Carlos Oliva Anaya, Dir. de Proyectos de Grande Irrigacion, Secretaria de Agricultura y Recursos, Hidraulicos, Reforma 69—Piso 9, Mexico, D. F.

Primary smelting, refining of nonferrous metals

3339763, 3339723, 3264017—WEST GERMANY—Tin & cadmium. Various degrees of purity, in bars; porcelain insulated spools for high voltage. Large division of Siemens concern producing switch-gear & rectifiers seeks import of above. Quote c.i.f. West Berlin, if possible. Probability of success high. Siemens is one of Germany's largest enterprises. Berlin Division is city's largest employer & one of most important industries. Has branches in 71 countries. Successful U.S. supplier might generate further business with various sections in this worldwide enterprise. Reply to Herrn Scholz, Siemens Schaltwerk Berlin, Nonnendammallee 102, D-1000 Berlin 13, Germany. Tel. 030-386-55-02.

Fabricated metal products

3494500, 3293200, 3321500-700-900, 3452400 —BANGLADESH—Gas pipe line materials incl. flanges, gaskets, reducers, saddles, caps, tees, elbows, plugs, half couplings, stud bolts & nuts & couplings. Financed by Asian Dev. Bank credit. Quotation should be cost & freight Chittagong. Prescribed tender form & other docs. giving detailed specs. requirement, terms & conditions available for TK 250 (about $16), not refundable, from below address & must be obtained prior to submitting offers. Experience with Bangladesh's tenders indicates that U.S. firms interested in successfully participating in tenders will require local agent. If you do not have a rep., contact nearest Dept. Commerce District Office. Cable TITASGAS DACCA; telex PETRODAC-725 DACCA. Obtain bid docs. from—Gen. Mgr., Titas Gas Transmission Co. Ltd., Dilkusha Court, 7 Motijheel Commercial Area, Dacca-2, Bangladesh. Refer to tender no. MCD. 2312/316-FIT. Bid deadline Feb. 28.

Construction, mining, materials handling machinery, equipment

3531000, 9915106—INDONESIA—Ministry of Public Works & Electric Power, Directorate General of Water Resources Dev., invites sealed bid in triplicate from eligible suppliers and/or mfrs. through their agent in Indonesia, for supplying construction equip. for Lodoyo Irrigation Project to be financed under ADB Loan No. 301 IND. Tender docs. obtainable for Rupiah 5,000 (approx. $12.05) from Ir. Moebagio, Dir. Logistics, Dir. Gen. Water Resources Dev., Jalan Pattimura No. 20, Kebayoran Baru, Jakarta Selatan, Indonesia. Refer to bid No. 01/DITJENAIR/LDY/77. Bid deadline Feb. 6.

3531634, 3531830, 3711241, 3711111, 3711249, 3531930, 3531653—TANZANIA—One paver self-propelled; 2 vibratory rollers self-propelled; 4 station wagons 4-wheel-drive; 3 saloon cars; 3 minibuses; 3 air compressors; 1 chip spreader; 2 sets of air tools for quarrying. Financed by IDA credit. Interested bidders asked to study tender docs. carefully so that they follow instructions on bidding & are aware of proper description & specs of all machinery & equip. Obtain bid docs. from Central Tender Board, P.O. Box 49, Dar Es Salaam. Refer to TEN/HMP/3/1977. Bid deadline Feb. 10.

General industrial machinery

3563100, 3531880, 3541100-500-600, 3549400—BANGLADESH—Misc. heavy machinery & equip., incl. welding generators, air compressor, wheel mounted hydraulic crane, pipe cleaning machine, hydraulic hoe (wheel mounted), oxy-acetylene pipe cutting & beveling machine, mobile mechanical lifter, engine tuning kit, cylinder boring machine, salvage vehicle, turret lathe machine, portable compressor machine, portable pipeline hydrostatic testing machine along with requisite spare parts & accessories. Financed by Asian Dev. Bank loan. Quotation should be cost & freight Chittagong. Prescribed tender form & other docs. giving detailed specs., requirement, terms & conditions available for TK 250 (about $16), not refundable. Cable TITASGAS DACCA; telex PETRODAC-725. Obtain bid docs. from—Gen. Mgr., Titas Gas Transmission Co. Ltd., 7 Dilusha Commercial Area, Dacca-2, Bangladesh. Refer to tender no. MCD 2312/316-EQP. Bid deadline Feb. 20.

Special industrial machinery

3599498—BRAZIL—Sand classifier—40 mesh via wet process; 60 percent min. availability, monthly output 20,000 cubic yards. Medium-sized quarrying business, organized 1973, operates near city of Sao Paulo, with more than 100 employees. Member of Grupo Benedito Ferreiralopes, group of 4 bulk mineral suppliers in State of Sao Paulo which, among others, serves 70 percent of local ceramic industries. Catalogs & c.i.f. Santos quotations requested. Reply to—Ailton Pereira, Tech. Dir., Empresa de Mineracao Lopes Ltda., Caixa Postal 9, 08700 Mogi Das Cruzes (SP), Brazil. Phone 2731.

Electric lighting, wiring equipment

3643080, 3264014-15-16, 3357165-271-419—PAKISTAN—Aluminum bus, fittings & welding materials; suspension type insulators; post type insulators; overhead alumoweld cable & accessories; 11-kv multi-conductor power cables & accessories, & 600-v & 1,000-v single & multi-conductor power & control cables & accessories. Required for extension of powerhouse at Tarbela involving installation 4 additl. units no. 5 to no. 8. Tarbela at present has 4 generating units (no. 1 to 4) of 175-MW each with vertical shaft Francis turbines. Bidders may quote for 1 or more, or all above items, but each bidded schedule must be completed. WAPDA has not fixed any deadline for receipt of such applications but would like to receive them ASAP. Applicants should be mfrs. who have supplied similar plant previously & should submit full details of their tech. capability, financial status & previous experience. Also submit bank draft, issued by recognized bank, in favor of WAPDA acct. no. 890, Allied Bank of Pakistan, WAPDA House, Lahore, for $200 in convertible foreign currency, as cost of 3 complete sets of tender docs & 10 copies tender forms. Additl. copies may be purchased at $100 each set. Tender docs. will specify bid deadline; approx. 90 days will be allowed for preparation. Submit application to address below with copy to Acres Intl., Ltd., 2 Sunderadas Rd., P.O. Box 3034, Lahore. Project jointly financed by Govt. of Pakistan & Asian Dev. Bank. Foreign exchange component anticipated to be financed by loan from ordinary capital resources of ADB. Details of eligible source countries & other eligibility requirements will also be set out in bid documents. WAPDA invites appl. from prospective bidders for issuance of tender docs. for designing, mfg., furnishing, testing, delivering on c.i.f. Karachi basis, above materials with all appurtenant parts & accessories for complete & operating installation. Obtain bid docs. from—Gen. Mgr., (Generation), Pakistan Water & Power Dev. Auth., WAPDA House, Shahrah-E-Quaid-E-Azam, Lahore. Refer to contract EM-7. Bid deadline ASAP.

Communications equipment

3661200, 3357400 — PAPUA NEW GUINEA—Supply & delivery of range of telephone cables for 3 yr. period. Annual supplies of 72 types of wire range from 150,000 meters of 4 wire 0.5 MM conductor PVQ to 800 meters of 0.4 MM conductors 2,400 pair cable. Obtain specs from Chairman, Supply & Tenders Board, Dept. Public Utilities, Postal & Telecommunications Serv., P.O. Box 171, Port Moresby, Papua New Guinea. Refer to bid No. P&T 83. Bid deadline Feb. 24.

Electronic equipment

3662681, 3823100 — WEST GERMANY — Garage door openers, electronic, all types of measuring & control instruments for use in automotive maintenance & repair. Estab. 1919, operates what is said to be the world's most advanced tire rebuilding & retreading plant. Active as mfr. of industrial molded rubber products & agent/distr. of tires & other automobile accessories, garage & repair shop equip. & tools, & it is now diversifying into handling other industrial supplies as well. Looking for new lines to sell through its 160 sales outlets in W. Germany. 3,200 employees, annual sales over DM 400 million. Excellent reputation. Reply to Joachim G. Schroeder, Gummi—Mayer KG, Postfach 1360, 6740 Landau, Germany. Tel. 06341-121; telex 04 53348. Cable GUMMIMAYER.

Motor vehicles, equipment

3711313 — ALGERIA — Supply of 6 city buses, 100 people capacity. Offers & all corresp. must be in French; all specs metric. Obtain bid docs. from Monsieur Le President, Assemble Populair Commerciale, Bechar. Submit bids ASAP.

Shipbuilding, repairing

3731121—MALAYSIA—Penang Port Commission invites tenders from suitably reputable & experienced shipbuilders or their reps. for design & construction of 1 unit 500 cu. yds. self-propeled twin screw grab hopper dredger to Lloyd's requirements having following dimensions: length overall, 170 ft. (max.); breadth moulded, 36 ft. (max.); draft aft (light ship), 12 ft. (max.). Tender docs. must be obtained prior to submitting offers from address below for M$200, not refundable. US$1 approx. M$2.36. Tender guarantee of M$20,000 must be submitted with tender. Obtain bid docs. from The Secretary, Penang Port Commission, P.O. Box 143, Penang. Bid deadline March 8.

Instruments for measurement, analysis & control

3825200 — CYPRUS — Mfg., test, supply, deliver c.i.f. Limassol or Larnaca ports (south coast) Cyprus: 1 selective level meter/generator set, frequency range 1KHZ to 18MHZ, digital display of frequency; 3 portable selective level meters, selective voltage & level measurements over frequency range 0.2 to 612 KHZ, mains & battery operation; 1 data transmission test set; 1 AM/FM signal generator, variable frequency required over range 5-500 MHZ; 1 AM/FM signal generator, variable frequency required over range 10-30 MHZ; 1 portable level oscillator, required frequency range 0.3-612 KHZ; 1 white noise test set capable of carrying out measurements on 12 to 960 channel systems; 1 SSB synthesiser exciter, frequency range 1.6-30 MHZ; 1 AM/FM modulation meter capable covering frequency range 9 to 1,000 MHZ, with sufficient R.F. screening to enable use in areas high R.F. field; 1 storage oscilloscope with bandwidth in frequency range 15 to 25 MHZ; 1 gen. purpose oscilloscope with bandwidth in frequency range 5 to 15 MHZ; 1 electronic voltmeter capable measuring AC voltages up to 300 V at frequencies .3 HZ to 200 MHZ & DC voltages up to 1,000 V; 1 frequency counter capable measuring frequencies up to 18 GHZ; 3 multimeters (gen. purpose) capable measuring AC/DC V., AC/DC current & resistance. analog or digital display type. Measuring instruments offered should be compatible with latest CCIR/CCITT recommendations as applicable. Single-phase 240 V plus-minus 6 percent 50HZ plus-minus 2 percent. Quotations should be in duplicate, in Cyprus pounds net, providing for firm delivery time & indicating possible credit terms. Tender docs. available for 4 Cyprus pounds (U.S. $10.15) per set of 2 from below address & must be obtained prior to submitting offers. American Embassy Nicosia ready to provide additl. info. to interested firms & to deposit tender docs. for submitting firms at authority's tender box in Nicosia. Obtain bid docs. from—G. Papaioannou, Chief Engineer, Cyprus Telecommunications Authority, P.O. Box 4929, Nicosia, Cyprus. Refer to contract no. AT29/77. Bid deadline Feb. 3.

Photographic equipment, supplies

3861398—SRI LANKA—Supply according to detailed specs 1,000,000 ft. (305,000 meters) 35 mm magnetic sound recording

film. Tender docs. must be obtained from below address prior to submitting offers. Prices quoted should be C.&F. (liner terms) Colombo per 1,000 ft. (305 meter)-roll according to schedule. F.o.b. & seafreight should be indicated separately. Payment by irrevocable L/C. Preference given to those who specify early delivery. Packing & forwarding of samples should be as stated. Obtain bid docs. from—W. B. Ratnayake, Act. Gen. Mgr., State Film Corp., 224 Bauddhaloka Mawatha, Colombo 7, Sri Lanka. Refer to bid no. SFC/78/01. Bid deadline Feb. 15.

Construction

9912101, 3661100—COLOMBIA—Enlargement by 110,000 additional lines existing telephone exchanges. Acquisition 1 combined telephone exchange for local traffic & 1 local traffic telephone exchange. Bogota Telephone Co. has specs for subject tender available at below address for 50,000 pesos or $1,333 1st copy & 500 pesos or $13 each additl. copy, not refundable. All bidders must also place guarantee bond of 50,000,000 pesos or $1,333,333 valid for 180 days counted as of tender's closing date. Purpose of this bid is to enlarge Bogota telephone serv. Present telephone systems in operation are ARF & AGF. Project will have total cost of $40 million; financed by Interamerican Dev. Bank. All proposals from foreign firms must be presented only through local agents previously registered with Empresa De Telefonos' suppliers registry. Obtain specs from—Div. De Materiales, Empresa De Telefonos De Bogota, Carrera 7 No. 20-37, Of. 902, Bogota, Colombia. Refer to Lic. Pub. Intl. 042/77. Bid deadline Feb. 20.

9915399—GREECE—PPC intends call by end of Feb. intl. competitive bid for drilling of 3 (& eventually 4) geothermal wells in E. region island of Milos & for execution of supplementary works on existing 2 exploratory geothermal wells there. Prospective bidders requested to inform PPC of their interest to participate in tender with letter addressed to PPC. Commencement of works will be 2 mo. after signature of contract. Wells to be drilled will have each min. depth 600-700 m & max. of 1,000-1,200 m. total. However, measuring depth for all 3 & eventually 4 wells shall be neither less than 2,500 m nor greater than 3,500 m. Drilling rig to be provided shall be of portable or mobile rotary type capable of drilling hole of 12¼" to max. depth 2,000 m. Initial 200 m (max.) of drillings shall be 23". Anticipated that for first 300-400 m drilling shall proceed through volcanic & volcanic-sedimentary rocks & then through metamorphic rocks. Casing to be provided, in accordance with A.P.I. specs., with buttress joints, shall have following measuring lengths—appr. 400 m of diam. 18⅝"; appr. 1,600 m of diam 13⅜"; appr. 1,000 m of diam 9⅝". Expected that very high temperatures, up to 300 deg c, will be met. Contractor will also have responsibility to prepare & use special geothermal mud for high temperatures to cement casings. Additl. info. may be obtained from below address directly as well as by mail & telex no. 215430 DEI GR. Financed from PPC budget. Submit letter & info to—Public Power Corp. (PPC), Geothermal Dept., 55 Stournari St., Athens 102. Deadline for interest Feb. 11.

9916199—SINGAPORE—Tenders invited from Public Works Dept.-approved prequalified contractors for airfield lighting systems for supply, delivery, installation, testing & commissioning of high intensity category II airfield lighting system at new Changi Intl. Airport. Tender docs. must be obtained by approved prequalified contractors or their authorized rep. in person from Tender & Contracts Section, address below, prior to submitting offers. All tenderers required to pay S$2 (approx. U.S. 80 cents) per drawing for loan of tender drawings. Total number drawings 35. In addition all tenderers required to furnish tender deposit S$500 (approx. US$220). At time of submission of tenders, tenderers required to furnish tender bond deposit equivalent to 1 percent of tendered amount, executed on PWD's prescribed form & drawn from Singapore incorporated banks or insurance companies. Bid deadline Feb. 23. Obtain bid docs. from—Senior Quality Surveying, Public Works Dept., Quantity Surveyor Branch, Min. Natl. Dev. Bldg., 1st Fl., Maxwell Rd., Singapore 1.

Business consultancy & services

9922199-299—BOLIVIA—Druro Dev. Corp. (CORDEOR) calls for bids for feasibility study & final design of Oruro Industrial Park. Global study should determine location for industrial park, with area of 400 hectares & for pesticide plant or chemical complex, with area of 100 hectares. Consulting study should incl. following topics—installation potable & industrial water, sewage system, pollution control, gas & hydro-carbon supply, electric power, railway system & road net, communications system, industrial safety system, planning urban areas & management & maintenance of industrial park. Industrial park expected to incl. metal-mechanic industries, textile plants, food processing industries, etc. Some of these industries are new projects, such as pneumatic hand tools plant, tungsten carbide synthetics, chain transmission, etc. Others are existing industrial plants that will be moved to industrial park when concluded. CORDEOR will be using its own funds to pay for feasibility study. CAF has been approached to provide funding for actual development of industrial park, however, CORDEOR will consider financial proposals from other sources. Interested firms must purchase specs. for US$25 from below address prior to submitting offers. Obtain specs from—Jorge Arias, Corporacion De Desarrollo De Oruro, Casilla 1017, Calle Potosi 1035, Oruro, Bolivia. Tel. 50387. Bid deadline Feb. 8.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Textile goods

2291041—REPUBLIC OF SOUTH AFRICA—Needled felt for filtration purposes. Bankers Nedbank Ltd., Church & Andries St., Pretoria. Long-estab. company, a leader in its field & favorably reported on in trade & banking circles. Est. annual purchases will be in $200,000 to $300,000 range. A. Falkson, Mng. Dir., National Tents and Sails (PTY) Ltd., P.O. Box 2718, Pretoria 0001, South Africa. Tel. 012-34145.

Industrial chemicals, machinery

2812000, 2816000, 2819300, 2819400, 2819900, 2834100 — AUSTRALIA — Inorganic chemicals, industrial; other inorganic chemicals & pigments; inorganic acids; other inorganic chemicals; pharmaceutical preparations. Mfr., importer & distrib. of wide variety of product lines incl. packaging machinery, sporting goods, textiles & hardware. Imports from most overseas countries. Working capital A$5 million & sales volume A$30 million. Employs approx. 200. Company supplies chemicals to following industries—rubber, paint, plastics, paper, glue, metals, electroplating, pharmaceutical/cosmetic, agricultural, mining, textiles. Reply to Thornton Taylor, Mgr., Parbury Henty & Co. Pty. Ltd., 854 Glenferrie Rd., Hawthorn, Vic. 3122, Australia. Cable PARBURYHENTY MELBOURNE. Telex AA30751; tel. 03-8181371.

Drugs

2831513 — HONG KONG — Vaccines for cattle & pigs. WTDR unavailable, normal business precaution recommended. Y. C. Wong, Mng. Dir., AMCO Trading Corp., 614-618 Central Building, Queen's Road Central, Hong Kong. Cable ALLINSURE H.K. Tel. 5-230071. Telex HX 74238.

3834600—WEST GERMANY—Dermatological & ophthalmological preparations. Firm might also eventually consider having these pharmaceuticals produced under license in Germany. Buyer is German distrib. co. of U.S. firm Allergan, Irvine, Calif. 92713, & interested in adding other pharmaceuticals to own program of ophthalmological & dermatological preparations. Employs 36 & lists annual sales of DM 5 million. Recommended as possible trade contact. Dir. purchase for resale to dealers & endusers; sales rep. for Germany, Austria & Switzerland. Reply to—Deithart Reichardt, Mgr., Pharm-Allergan Vertrieb GmbH, Postfach 210848, Liststr. 24, D-7500 Karlsruhe 21, Germany. Cable ALLERGAN; telex 7826830; tel. 721/556011.

Chemical products

2895579 — WEST GERMANY — Water softening compounds. Founded 1955. Annual turnover DM 1 million. 2 employees. Reply to—Mr. Remmer, Friedrich Remmer, Berliner Strasse 11, 334 Wolfenbuettel, Germany. Tel. 05331/61747.

Plastic products

3079091 — SWITZERLAND — Consumer plastics products for bathroom, lingerie boxes. Towel & paper cup holders, soap dispensers & dishes, toothbrush holders, tissue dispensers & wall accessories. Est. annual potential $20,000. Market territory Switzerland. Estab. 1977, 10 employees. Seeks bathroom accessories which can be mounted or fixed "do-it-yourself," to be sold through department stores, direct mail, supermarkets, & do-it-yourself shops. Recommend usual guarantees for all transactions. Reply to Bruno Sager, Exec. Dir., Sadorex Ag, Hochbordstrasse 9, CH-8600 Dubendorf, Switzerland. Tel. 01-821-59 11.

3079462 — NETHERLANDS — Safety closures. Estab. 1934, staff 200, auth. capital fls. 6,000,000, annual sales fls. 30,000,000. Factories at 9 Groteweg, 'T Zand (NH) & 47 Teteri Ngsedijk, Breda, The Netherlands. Bankers: Banque de Paris et pays bas N.V., Amsterdam. Firm is joint venture of Cobelle I Foucher, Paris, France & Akzo Consumenten Producten, The Hauge, Netherlands. Open account trading warranted. Reply to J. W.

Janssen, Mgr., Grada Producten B. V., P.O. Box 8449, Haarlemmerweg 512-516, Amsterdam. Tel. 020-823050.

Glass, glassware

3229125, 3262052, 3263052—AUSTRIA—Ovenware, cookware, & bakeware for use in microwave ovens, especially so-called "browning" cookware. Importer of microwave ovens, dishwashers, etc. Documented offers with c.i.f. European port quotations requested. Earliest delivery. Correspondence in English or German. Reply to Dkfm. Chr. Thyssen, Dir., Thyco, Gstaettengasse 17-19, A-5020 Salzburg, Austria. Tel. 6222-45019.

Abrasive, asbestos, nonmetallic mineral products

3292735—WEST GERMANY—Pipe insulation, asbestos. Seeks U.S. mfr. for distributorship agreement for products listed. Warehouse, repair facilities & spare parts service available. Estab. 1957, 50 employees, annual sales DM 10 million. Bank ref: Dresdner Bank, Essen. Reply by fastest means to Herr Luebke, Manager, Rhein-Ruhr Gummi GmbH, Norbertstr. 3-5, 4300 Essen, Germany. Tel. 0201-41961; telex 0857796.

Plastic products

3429310—PHILIPPINES—Vacuum & insulated bottles, jugs & chests. Large importer & distrib. of wide range of merchandise, wishes receive offers from mfrs./suppliers which it can represent on excl. basis. Reply to—George Mirani, Gen. Mgr., Bhagis Trading, Room 405-413, State Investment Bldg., 239 Juan Luna St., Binondo, Metro Manila. Cable LUCKY.

Farm machinery

3524911 — BELGIUM — Battery-operated monofilament (nylon wire) grass trimmers (or cutters). Bernco, whose European sales office is located in Brussels, seeks grass trimmers operating on rechargeable batteries & not machines which run on main current. Currently sells Allegretti units made along latter lines. Bernco seeks mfrs. not yet selling such product in Europe. Telex J. Van Tuyl, Gen. Mgr., Bernco A.G., 193 A Rue Edith Cavell, Box 4, B-1180 Brussels. Telex 61156 JAVATU; tel. 02-375-08-01.

General industrial machinery

3563189—SPAIN—Wishes to import compressors for pressing junk or old automobiles, for compacting purposes. Firm now handles import & export of fowl, meats, cheese, other foods, wishes to diversify. Cites Banco Espanol de Credito, Las Palmas Branch Office, as financial ref. Would like to receive quotations c.&f. Port of Las Palmas, Canary Islands. Contact—Eximtrade Canarias, S.A., Ruiz de Alca, 38 Las Palmas de Gran Canaria, Spain. Cable EXIMTRADE; telex 95063; tel. 928/260216.

3563194—INDIA—High vacuum pump. Firm describes product thus: "Two stage rotary vacuum pump with roots pump as first stage & piston type oil sealed rotary vacuum as second stage along with complete drive units. Oil sealed rotary pumps should be equipped with gas ballast valve & solenoid valve in oil line to protect pump from flooding with oil, in event of power failure. Capacity 8,000 to 8,500 liters/min.; operation—continuous for 200 hours." Requests c.i.f. prices & product catalogs mailed ASAP. Repeat orders likely. Reply to Bapty Seshasayee, Gen. Mgr., Secals Ltd., 10 Rutland Gate IV St., Madras 600006, India. Cable CASTTOOLS; telex 041-7254.

Communications equipment

3662681—SWITZERLAND—Seeks to distribute automatic garage door openers, also consumer electronics. Well-estab. Swiss mfg. & assembler of conveying equip., buffers, linear actuators, door openers & monorail systems. Labor force 150. Post-sales service. Annual sales 12 million Swiss francs; 10 salesmen. Business recommended. Reply to—Ernest Aellen, Mgr., Jakob Gilgen AG, Maschinen-und Apparatebau, CH-3150 Schwarzenburg, Switzerland. Tel. 031/93 11 33; telex 33 420 GILAG CH.

3662697—WEST GERMANY—Seeks agency for programmable industrial controls. Estab. 1915, employs 130, devises & installs electrical systems for industrial projects. Reply to—Dieter Arnheiter, Mgr., Keipp-Elektro-Bau-Technik, Kaiser Wilhelm Strasse 16, 6700 Ludwigshafen, Germany. Tel. 0621-514031.

3662697 — WEST GERMANY — Agency/distributorship sought for electronic games, except coin-operated types, for use in private homes. Newly estab. wholesaler of sophisticated, unusual, & high-priced consumer products. Founded September 1976. Reply to—Dr. E. Garland, Mgr., Comfortkauf GmbH, Letzter Hasenpfad 131, 6000 Frankfurt/Main 70, Germany. Tel. 0611-684957.

Transportation equipment

3732245-246-713—SWEDEN—Seeks agency distrib. or other type of representation for outboard motorboats, plastic, and sailboats, and nautical instruments, all types. Estab. 1926, has share capital of skr 100,000 ($1=skr 4.80). Employs 65. Turnover reportedly skr 20 million. Has factory in Askersund in central Sweden. Company is a leading mfr. of "first-aid" equip., is now developing separate sales organization to deal in boats & boat equip. According to local credit sources, company financially sound, profitable & has met payments promptly. Two reps. of Akla AB are planning a business trip to U.S. in February. Reply to—Bertil Janmark, Akla AB, Satravagen 8, S-182 36 Danderyd, Sweden. Tel. 08/753 02 70.

Measuring & controlling devices

3823080—FRANCE—Water quality control equip. Small firm which specializes in mfg. & distrib. mixing equip. for abovementioned industries. Staff 35. Marketing network covers France through several branches & regional agents. Reply to M. Thierry de la Marnierre, Dir., Lis-Kenics, 12 Rue Godefroy, 69006 Lyon, France. Tel. 78-89-27-50; 370385.

3829293—FRANCE—Vibration, displacement, acceleration & speed tranducers. Subject firm specializes in importing & distributing measuring instruments. Marketing network covers France. Reply to M. Beaufront, Tech. Mgr., VPB, 11, Rue Laperoux, 78 Bois Darcy, France. Tel. 460-13-55; Telex 230977.

Optical instruments, lenses

3832113, 3832115 — NETHERLANDS — Spectrophotometric instruments—infrared & fluorescent instruments. Medium-sized co., estab. 1952, employs 80. Mfr. of filter photometers & printer/calculators. Importer & distrib. of laboratory instruments & supplies. Salesmen cover industrial, hospital & university laboratories. Represents large number of foreign firms incl. several U.S. companies at same address, has subsidiary by name of Proton-Wilten B.V.

CHANGE OF ADDRESS FORM

NAME—FIRST, LAST

COMPANY NAME OR ADDITIONAL ADDRESS LINE

STREET ADDRESS

CITY | STATE | ZIP CODE

(OR COUNTRY)

PLEASE TYPE OR PRINT

MAIL THIS FORM TO: New Address

Superintendent of Documents
Government Printing Office SSOM
Washington, D.C. 20402

Attach last subscription label here.

with similar activities. Has sales office in Borgerhout (Antwerp), Belgium. Past reports recommend firm as suitable trading partner. Financial ref: Algemene Bank Nederland N.V., Breda. Reply to H. C. Wagenaar, Dir. of Research, Wilten & Co. B.V., P.O. Box 45, Etten-Leur, Netherlands. Tel. 01608-16920; telex 54211.

Ophthalmic goods

3851000 — SINGAPORE — Ophthalmical products. Firm incorporated 1974, dealing primarily in optical products such as spectacle & contact lenses, spectacle frames & other accessories. Acts as agent for number of U.S. companies for various ophthalmical products. Plans to diversify into other lines, in particular ladies' fashion wear. Bank ref: Overseas Union Bank Ltd., Kallang. Reply to Robert S. H. Khoo, Dir., Hilite Enterprise Pte Ltd., 11-A Block 9 JTC Flatted Factory, Kallang Place, Singapore 12. Cable HIENLENS, tel. 2937911.

Toys, amusement, sporting goods

3944287—FRANCE—Electronic toys (cars, boats, etc.). Corp. created 1952. In 1973 moved to industrial zone of Vitrolles (about 50 miles from Marseille) where it owns 22,500 sq. meters piece of land, of which 4,500 sq. meters are covered (office space, warehouse & workshop). Sicma is excl. importer of Italian Malaguti 49cc motorbike. Imports 10,000 Malagutis each year & mfrs. 10,000 motorbikes with spare parts imported from Italy. Has 650 agents throughout France. Annual volume of business amounts to 25,000,000 francs ($1.00 = 4.80FF). Bank ref: Banque Nationale de Paris, 478 Ave. Du Prado, 13008 Marseille; Credit Lyonnais, 21 Rue St. Ferreol, 13001 Marseille; Banque Francaise Commerciale, 24 Rue Grignan, 13001 Marseille. Operating satisfactorily. Good overall reputation. Credit appraisal good. Commitments met punctually. Reply to Jacques Naud, Dir. Gen., Sicma (Ste Industrielle Des Cycles, Motors & Accessories), 12, 3rd Ave., BP 38, 13741 Vitrolles, France. Cable: SICMA Vitrolles; tel. 42-892641.

Special products

9950014—WEST GERMANY—Sales rep. for Baden-Wuerttemberg sought for do-it-yourself items. Expects annual sales of $75,000. Newly estab. co. active as agent & retailer. Presently employs one person. Quote prices c.i.f. Hamburg. Terms of payment upon agreement. Favorably known to Consulate General. Reply to—Eberhard Buechele, Sonnenbuehl 1 A, D-7000 Stuttgart 70. Tel. 711/763786.

Mexico To Build New Port

Mexico's Secretariat of Communications and Transportation (SCT), Mexico City, announces a new fishing port will be constructed north of Ciudad Del Carmen on the island of Carmen, Compeche. The U.S.$2.5 million project will be done by Directorate of Marine Construction of SCT and the Department of Fisheries. Completion will take one year; the first stage calls for dredging one million cubic meters area and the second stage the dock construction. The port facilities are to satisfy growing needs of Compeche fishing fleet, including present 600 shrimp vessels.

Visiting Buyers & Officials

IRAN—A. D. Davoudian of Tehran wants to hear from U.S. manufacturers of **solar generators and battery rechargers** which have immediate sales prospects, as well as other areas of collection and heating. He plans to be in the U.S. for 3-4 weeks in January. For further information contact Theresa E. Rettig, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230; 202-377-3265.

BOLIVA—Jose Alios and Jose Samur are interested in locating U.S. manufacturers of **bottle-making machinery, sugar and cake ice cream cone-making machinery, and soft drink franchisers.** They have returned to Bolivia. Prefer correspondence in Spanish. Contact Theresa Rettig, 202-377-3265.

KUWAIT—Emile Khoury, representing the Jabryah Marketing Group, will be in the United States until mid-February. He would like to meet with U.S. companies interested in supplying equipment or bidding on the construction of two multimillion dollar projects. The first is for the equipping and commissioning of a number of new Kuwaiti **hospitals**; the second is for the furnishing of equipment for the new **central workshop for electricity and water** in Kuwait. While in the U.S., Khoury can be contacted at the American Export Co. Inc., Suite 250, 600 New Hampshire Ave., N.W., Washington, D.C. 20037. Telex: WUD 89-639; tel. 202-342-5700.

UNITED KINGDOM—Robert D. Douglas, London, wishes exclusive U.K. representation for U.S. **wallpapers, furnishing fabrics and decorative items such as lamps.** He plans to visit New York and San Francisco in February. For further information contact Theresa Rettig, Foreign Buyer Program, U.S. Department of Commerce, Washington, D.C. 20230.

NETHERLANDS—J. E. Lobatto, buyer for Witteveens Modemagazijnen N.V., 1 Tourniairestraat, Amsterdam, wishes to contact American manufacturers of ladies' dresses in the New York/New England/Mid-Atlantic area. He plans to visit U.S. the early part of 1978. The firm operates 25 ladies' fashion stores in Netherlands, and two in Belgium, and is in the process of expanding the Belgian operation into a full chain similar to the one in Netherlands. For additional information contact Jane Puse, Foreign Buyer Program, U.S. Department of Commerce, Room 2322, Washington, D.C. 20230, telephone 202-377-3265.

Hotel Equipment Sought

Furniture, supplies and equipment are needed for a new hotel which will comprise 300 bedrooms, coffee bar, restaurant and night club. Suppliers should offer a complete package. Applications for prequalifications must be made before Jan. 17.

Applications should include a list of similar work recently completed and the value of each contract. Interested firms should contact Pan Arab Consulting Engineers, P.O. Box 5340, Manama, Bahrain, Telex: 8612 PACE GJ, Telephone: 50580. P-771121.

SUBSCRIPTION ORDER FORM

ENTER MY SUBSCRIPTION TO *Commerce America*
at $22.00. Add $6.00 for foreign mailing. No additional postage is required for mailing within the United States and its possessions.

Send Subscription to:

NAME—FIRST, LAST

COMPANY NAME OR ADDITIONAL ADDRESS LINE

STREET ADDRESS

CITY | STATE | ZIP CODE

(OR COUNTRY)

PLEASE TYPE OR PRINT

☐ Remittance Enclosed
(Make checks payable to Superintendent of Documents)

☐ Charge to my Deposit Account No._____

MAIL ORDER FORM TO:
Superintendent of Documents
Government Printing Office
Washington, D.C. 20402

☆ U.S. Government Printing Office: 1977, 240-851/13

Main Commerce, 14th Street and Constitution Ave., NW., Washington, D.C. 20230, (202) 377-2000

U.S. DEPARTMENT OF COMMERCE

JUANITA M. KREPS, Secretary of Commerce — **SIDNEY HARMAN,** Under Secretary of Commerce

Secretarial Officers

Frank A. Weil, Asst. Secretary for Industry and Trade

Robert J. Blackwell, Asst. Secretary for Maritime Affairs (Maritime Administration)

Courtenay M. Slater, Chief Economist

Jerry J. Jasinowski, Asst. Secretary for Policy

Elsa A. Porter, Asst. Secretary for Administration

Fabian Chavez, Jr., Asst. Secretary for Tourism (U.S. Travel Service)

Anne Wexler, Deputy Under Secretary for Regional Affairs

Charles L. Haslam, General Counsel

Jordan J. Baruch, Asst. Secretary for Science and Technology

Robert T. Hall, Asst. Secretary for Economic Development

Heads of Operating Units

Richard A. Frank, National Oceanic and Atmospheric Administration

Manuel D. Plotkin, Bureau of the Census

John M. Richardson, Office of Telecommunications

Howard D. Tipton, National Fire Prevention and Control Administration

George Jaszi, Bureau of Economic Analysis

John P. Kearney, Office of the Ombudsman

William T. Knox, National Technical Information Service

Lutrelle F. Parker, Acting, Patent and Trademark Office

Ernest Ambler, Acting, National Bureau of Standards

Randolph T. Blackwell, Minority Business Enterprise

Regional Secretarial Representatives

Frederick A. Schenck, New York City—(212) 264-5647

Frederick A. Ricci, Philadelphia—(215) 597-7527

Paul E. Hemmann, Atlanta—(404) 881-3165

Helen M. Keyes, Boston—(617) 223-0695

Dr. Allen C. Haile, San Francisco—(415) 556-5145

Dr. Gayle P. W. Jackson, Kansas City—(816) 374-3961

Stephen L. R. McNichols, Denver—(303) 327-4285

Edward L. Coker, Dallas—(214) 749-2891

Leonard W. Saari, Seattle—(206) 442-5780

Loren A. Wittner, Chicago—(312) 353-0340

District Offices

Albuquerque, N.M., 87102, 505 Marquette NW, Suite 1015 (505) 766-2386.

Anchorage, 99501, 632 Sixth Ave., Hill Bldg., Suite 412 (907) 265-5307.

Atlanta, 30309, Suite 600, 1365 Peachtree St., N.E. (404) 881-7000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, Ala., 35205, Suite 200-201, 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, N.Y., 14202, Room 1312, Federal Bldg., 111 W. Huron St. (716) 846-4191.

Charleston, W.Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, Wyo., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave (307) 778-2220, Ext. 2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Federal Office Bldg., 550 Main St. (513) 684-2944.

Cleveland, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75242, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, Iowa, 50309, 817 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C., 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 378-5345.

Hartford, Conn., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96850, 4106 Federal Bldg., 300 Ala Moana Blvd., P.O. Box 50026 (808) 546-8694.

Houston, 77002, 2625 Federal Bldg., 515 Rusk Ave. (713) 226-4231.

Indianapolis, 46204, 357 U.S. Courthouse & Federal Office Bldg., 46 E. Ohio St. (317) 269-6214.

Los Angeles, 90049, Room 800, 11777 San Vicente Blvd. (213) 824-7591.

Memphis, 38103, Room 710, 147 Jefferson Ave. (901) 521-3213.

Miami, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

Milwaukee, 53202, 605 Federal Office Bldg., 517 E. Wisconsin Ave. (414) 291-3473.

Minneapolis, 55401, 218 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

New Orleans, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 589-6546.

New York, 10007, 37th Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

Newark, N.J., 07102, Gateway Bldg. (4th floor) Market St. & Penn Plaza (201) 645-6214.

Omaha, Neb., 68102, 1815 Capitol Ave., Suite 703A (402) 221-3665.

Philadelphia, 19106, 9448 Federal Bldg., 600 Arch St. (215) 597-2850.

Phoenix, Ariz., 85073, 2950 Valley Bank Center, 201 N. Central Ave. (602) 261-3285.

Pittsburgh, 15222, 2002 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

Portland, Ore., 97204, Room 618, 1220 S.W. Third Ave. (503) 221-3001.

Reno, Nev., 89509, 2028 Federal Bldg., 300 Booth St. (702) 784-5203.

Richmond, Va., 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

St. Louis, 63105, 120 S. Central Ave. (314) 425-3302.

Salt Lake City, 84138, 1203 Federal Bldg., 125 S. State St. (801) 524-5116.

San Francisco, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave., (415) 556-5860.

San Juan, P.R., 00918, Room 659, Federal Bldg., Chardon Ave. (809) 753-4555.

Savannah, 31402, 235 U.S. Courthouse, P.O. Box 222, 125-29 Bull St. (912) 232-4321, Ext. 204.

Seattle, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

U.S. GOVERNMENT PRINTING OFFICE
ASSISTANT PUBLIC PRINTER
(SUPERINTENDENT OF DOCUMENTS)
WASHINGTON, D.C. 20402

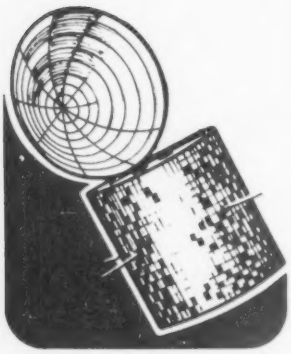
OFFICIAL BUSINESS

PENALTY FOR PRIVATE USE, $300

POSTAGE AND FEES PAID
U.S. DEPARTMENT OF COMMERCE
201

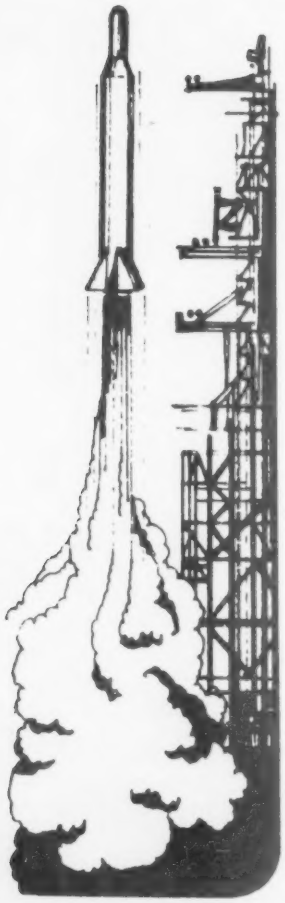
Controlled Circulation

U.S.MAIL



DISCOVER THE GLOBAL MARKET FOR

COMMUNICATIONS EQUIPMENT AND SYSTEMS



The communications equipment and systems industry is one of 15 U.S. industries with growing sales potential in foreign markets over the next several years.

A Global Market Survey published by the Department of Commerce details marketing information on 16 major country markets that consumed some $9.5 billion in communications equipment and systems during 1975. The development plans of these 16 countries should raise the annual market level to about $16.7 billion by 1980, according to Commerce Department research. The markets include:

Australia	Mexico
Brazil	Republic of China (Taiwan)
Colombia	Saudi Arabia
France	Singapore
Germany	South Africa
Italy	Spain
Japan	Thailand
Malaysia	United Kingdom

Each country market survey reviews the key market factors and assesses the sales potential for specific communications equipment and systems including:

- Telephone and telegraph apparatus
- Data communications equipment
- Non-broadcast radio and television communications equipment
- Microwave components
- Communications test equipment.

Contact your nearest Commerce Department District Office (listed on inside back cover) for your copy of this important survey.

CRTD SERIA300SA.JSDUE006R
SERIALS DEPT
XEROX UNIV MICROFILM
300 N ZEEB RD
ANN ARBOR MI 48106